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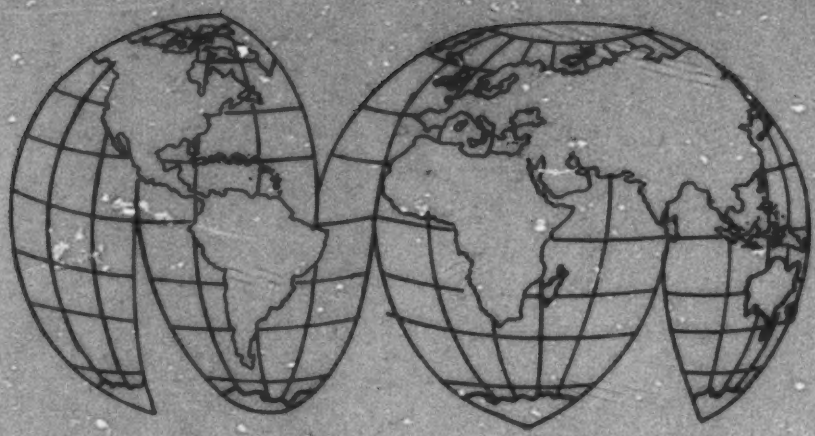
INTERNATIONAL TRADE

STATE AND LOCAL
Resource Directory

1988–1989

Pennsylvania



U. S. Small Business Administration

Office of International Trade/Office of Business Development

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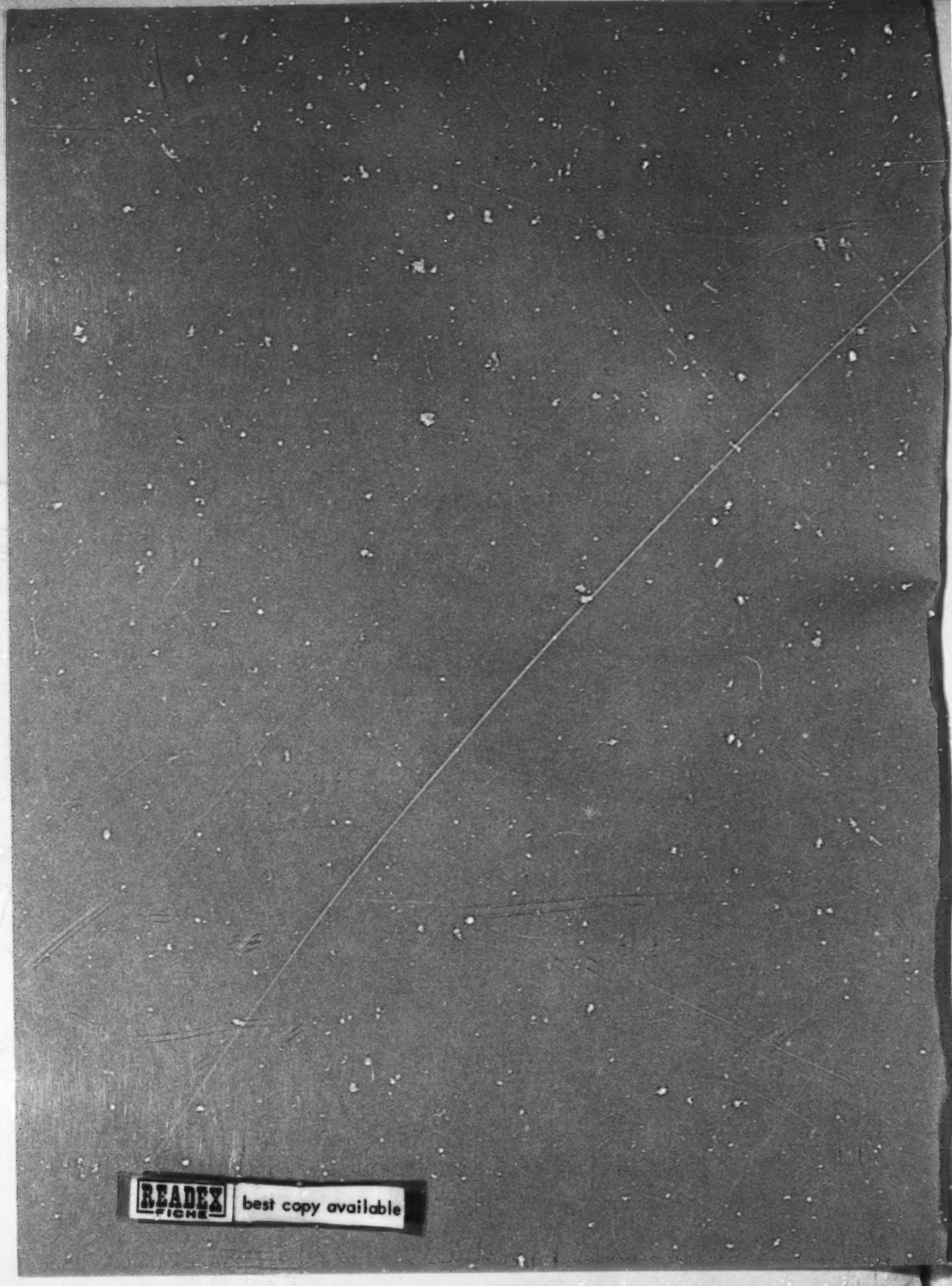
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INTERNATIONAL TRADE

State and Local Resource Directory 1988 - 1989

Pennsylvania

SBA

U.S. SMALL BUSINESS ADMINISTRATION

Office of International Trade
&
Office of Business Development
1441 L. Street Northwest
Washington, DC 20416

FOREWORD

In today's world of growing economic interdependence, the role of the international marketplace is becoming increasingly important to American business. The world market represents more than just a vast field of opportunity for many manufacturers and service firms. With increased foreign competition, exporting may actually in many cases be necessary for long-term success of a business.

At present, the United States is experiencing an unfavorable balance of international trade. As part of the U.S. strategy to correct this situation, the U.S. Small Business Administration has targeted export expansion as a high priority. The role which small business can play in the world market is significant. There are thousands of American firms with the potential to export which do not yet do so, and many others which export on a small scale but which have not yet reached their full export potential. However, breaking into the export market is often perceived as too complex and difficult, and potential is left untapped.

There are numerous programs at the state and local level which provide assistance to the potential or beginning exporter. Many service firms are also in the business of export assistance, such as banks, export management companies, consultants and international freight forwarders.

The U.S. Small Business Administration is pleased to be able to present this International Trade State and Local Resource Directory for the State of Pennsylvania. Used in conjunction with the Exporter's Guide to Federal Resources for Small Business, this directory should provide a small business with the ability to locate and exploit the various forms of export assistance available. With such assistance, the process of entering the export market or expanding existing exports can be made considerably easier.

Small businesses are also encouraged to contact the nearest offices of the U.S. Small Business Administration and the U.S. Department of Commerce, International Trade Administration. Both agencies provide numerous programs and services for export assistance, and their local offices are listed at the beginning of this directory.

The U.S. Small Business Administration is dedicated to assisting small businesses enter the international marketplace. Exporting means increased business and profits for small business, more jobs for all Americans, and reduction of our national trade deficit. Together, we can help improve America's balance of trade and economic vitality.

PREFACE

Every effort has been made to make this directory as accurate, complete and up-to-date as possible. However, the U.S. Small Business Administration accepts no responsibility for any inaccuracies or omissions, which are of a purely inadvertent nature. Any changes or omissions should be brought to the attention of the Small Business Administration (SBA), which will seek to include them in future editions of this directory. Changes or additions can be made using the form at the end of this directory and should be addressed to:

U.S. Small Business Administration
Office of International Trade
1441 L Street NW, Room 501A
Washington, DC 20416

The inclusion of an organization or firm in this directory does not in any way constitute an overt or implied endorsement by the U.S. Small Business Administration or any other government agency. Names, addresses and information are provided for reference purposes only. The SBA assumes no responsibility for business transactions conducted with firms listed.

Acknowledgements: This directory was compiled by René BeBeau of the Office of International Trade. Major contributions were made by the following district officer: Tom Tolan in Philadelphia, Ken Olson in Harrisburg, Ray Becki in Pittsburgh, and Joe Migliorino in Wilkes-Barre. The International Trade State and Local Resource Directory series was managed by René BeBeau, under the leadership of Sheryl J. Swed, Director, Office of International Trade.

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U.S. SMALL BUSINESS ADMINISTRATIO
AND U.S. DEPARTMENT OF COMMERCE
LOCAL OFFICES

The local offices of the SBA and the U.S. Department of Commerce are two of the first places a current or potential small business exporter should look for assistance. Both agencies offer a variety of services.

Services provided by the SBA include educational seminars and conferences on exporting, financial assistance, and initial market studies through the Export Information System. The Service Corps of Retired Executives (SCORE) provides one-on-one counseling by retired executives with years of business and international experience. Counseling and other export assistance is also available through SBA's cooperative effort with the Small Business Development Center (SBDC) and Small Business Institute (SBI) networks, located at numerous colleges and universities. In cooperation with the Federal Bar Association, the SBA can also provide initial legal consulting on exporting.

The U.S. Department of Commerce offers a wide range of valuable information for exporters. Through its many overseas offices, the Department of Commerce can provide in-depth information on overseas markets, uncover trade leads, and develop overseas contacts. It can research the export potential of a particular product. The Department of Commerce conducts overseas trade missions and catalog exhibitions, and assists firms participating in overseas trade shows. It also conducts export seminars and workshops, often in cooperation with the SBA.

U.S. Small Business Administration
Regional Office
475 Allendale Road, Suite 201
King of Prussia, PA 19406
(215) 962-3756

District Offices:

U.S. Small Business Administration
One Bala Cynwyd Plaza,
Suite 400 East
231 St. Asaphs Road
Bala Cynwyd, PA 19004
(215) 596-5822

U.S. Small Business Administration
960 Penn Avenue, 5th Floor
Pittsburgh, PA 15222
(412) 644-5441

Branch Offices:

U.S. Small Business Administration
100 Chestnut Street, Room 309
Harrisburg, PA 17101
(717) 782-3846

U.S. Small Business Administration
Penn Place, Room 2327
20 N. Pennsylvania Avenue
Wilkes-Barre, PA 18701
(717) 826-6495

U.S. Department of Commerce
International Trade Administration
9448 Federal Building
600 Arch Street
Philadelphia, PA 19106
(215) 597-2850

U.S. Department of Commerce
International Trade Administration
2002 Federal Building
1000 Liberty Avenue
Pittsburgh, PA 15222
(412) 644-2850

STATE AGENCIES

The following listing includes state agencies involved in international trade. Listings are accompanied by a description of the international trade services offered (Note: state-run port authorities are listed under a separate heading).

Pennsylvania Department of Agriculture
Export Division
2301 North Cameron Street, Room 210
Harrisburg, PA 17110
(717) 783-3181
Telex: 499-5549 PDAEX

The Export Division promotes and supports exports of agricultural products. Publications include the quarterly "Agribusiness Outlook" and the "Pennsylvania Agricultural Export Directory."

Pennsylvania Department of Commerce
Bureau of International Commerce
454 Forum Building
Harrisburg, PA 17120
(717) 787-7190

In general, Pennsylvania's Bureau of International Commerce is responsible for increasing the State's exports by assisting Pennsylvania manufacturers to develop foreign market opportunities. In addition to one-on-one counseling, which is its most direct and specialized service available, the Bureau also offers various export marketing programs and services. These include international trade exhibitions and trade missions, and assistance for firms wishing to participate themselves. It conducts trade conferences, seminars and workshops. The Bureau maintains an international trade network with contacts in more than 60 countries and publishes trade leads in "The Export Opportunities Bulletin." It provides information referral services and conducts a program to assist foreign buyers in locating Pennsylvania suppliers. It provides international trade publications, an Export Outreach Network and low-interest export financing. The Bureau of International Commerce also maintains offices in Brussels, Frankfurt and Tokyo.

Pennsylvania Register of International Skills and Expertise (PENNRISE)

Penn State University
314 Willard Building
University Park, PA 16802
(814) 865-7681

Temple University
Office of the Provost
Conwell Hall
Philadelphia, PA 19122
(215) 787-6540

University of Pennsylvania
133 Bennett Hall, D1
Philadelphia, PA 19104
(215) 898-4661

University of Pittsburgh
4G32 Forbes
Pittsburgh, PA 15260
(412) 624-3870

PENNRISE is a computer database, supported by the Pennsylvania Departments of Commerce and Education, of the international expertise of the faculty of these four universities. It's purpose is to support the Department of Commerce in increasing Pennsylvania exports and attracting foreign investment. Use of the directories is free.

CITY AND LOCAL AGENCIES

Some city and local government agencies provide services designed to promote international trade in their areas. The following listing, divided by metropolitan area, presents these agencies and brief descriptions of their international trade services, where available.

Altoona

Southern Alleghenies Planning and Development Commission
Southern Alleghenies Plaza, Suite 100
1506 Eleventh Avenue
Altoona, PA 16601
(814) 946-1641

Franklin

Northwest Pennsylvania Regional Planning and Development Commission
Biery Building, Suite 406
Franklin, PA 16323
(814) 437-3024

Lewisburg

SEDA - Council of Governments
Timberhaven Road 1
Lewisburg, PA 17837
(717) 524-4491

SEDA-Council of Governments' (SEDA-COG) staff provides assistance that is tailored to meet the needs of individual manufacturers. Services include assessment of products' export sales potential, identification of potential export markets, development of marketing strategies, identification of foreign distributors and sales agents, assistance with financing, documentation, transportation, and other concerns relating to completion of export transactions. SEDA-COG also provides extensive counseling, access to international telex communications,trade leads, identification of foreign trade shows, and guidance on letters of credit, other methods of payment and foreign freight. It also provides a referral service. Key topics are featured at workshops.

SEDA-COG been designated as an Associate Office of the U.S. Department of Commerce for the delivery of export services, and is a part of the Pennsylvania Department of Commerce's export program.

Philadelphia

City of Philadelphia
Department of Commerce
International Economic Development Section
1660 Municipal Services Building
Philadelphia, PA 19102-1684
(215) 686-3647

The International Economic Development Section of the City Department of Commerce promotes exports of products and services from the Philadelphia region, in cooperation with state and federal agencies and private organizations. It works to identify those products and services which have export potential, as well as potential foreign markets. Services include country information and technical assistance for exporting, either directly or through referral, a One-Stop Export Assistance Center for quick information and referral, trade missions, and joint seminars with other agencies and organizations.

City of Philadelphia
Mayor's Office of Community Services
1234 Market Street, 3rd Floor
Philadelphia, PA 19107

Pittsburgh

Allegheny Conference On Community Development
600 Grant Street, Suite 4444
Pittsburgh, PA 15219

City of Pittsburgh
513 City/County Building
Pittsburgh, PA 15219

Ridgway

North Central Pennsylvania Regional Planning and Development Commission
651 Montmorenci Avenue, Box 488
Ridgway, PA 15853
(814) 772-6901

Scranton/Wilkes-Barre

Economic Development Council of Northeastern Pennsylvania
1151 Oak Street
Pittston, PA 18640-3795
(717) 655-5581

Towanda

Northern Tier Regional Planning And Development Commission
507 Main Street
Towanda, PA 18848
(717) 265-9103

PORT AUTHORITIES

In addition to packing and shipping, port authorities provide general information on exporting and importing, potential foreign markets, buyers and representatives, and overseas projects.

In cases where port authorities offer special services for exporters, that information is included below.

Erie

Port of Erie-West
507 Municipal Building
Erie, PA 16501
(814) 870-1250

The Port serves as a catalyst to secure transportation and stevedoring rates for industry in Western Pennsylvania and Ohio.

Philadelphia

Delaware River Port Authority
World Trade Division
1026 Public Ledger Building
6th & Chestnut Streets
Philadelphia, PA 19106
(215) 627-3235
Telex: 83-4652

The Delaware River Port Authority is the tri-state authority responsible for port promotion, traffic management and trade development of the ports of South Jersey, Southeastern Pennsylvania, and Delaware. As a regional center, it does market promotion for the municipal and local port associations within its region such as South Jersey Port Corporation, Port Authority of Salem, Bridgeton Municipal Port Authority, etc. The Port Authority has overseas offices in Brussels, Tokyo, Hong Kong and Bogota.

Printed information on shipping from, to, and through the ports of South Jersey and Southeastern Pennsylvania is available from the World Trade Division. Rate information may be obtained from files on rail, truck and ocean tariffs of the Traffic Bureau.

Philadelphia Port Corporation
1020 Public Ledger Building
6th & Chestnut Streets
Philadelphia, PA 19106
(215) 928-9100

The Philadelphia Port Corporation is responsible for the administration of Philadelphia's International Seaport, as well as marketing and publicizing the port. It's services include consulting on transportation services and assistance in locating export packers and freight forwarders.

Pittsburgh

Allegheny County Port Authority
514 Wood Street
Pittsburgh, PA 15222
(412) 237-7460

Delaware River Port Authority
Branch Office
U.S. Steel Building, Room 1475
600 Grant Street
Pittsburgh, PA 15219
(412) 391-4355

The Delaware River Port Authority is the tri-state authority responsible for port promotion, traffic management and trade development for the ports of South Jersey, Southeastern Pennsylvania and Delaware. As a regional center, it does market promotion for the municipal and local port associations within its region such as South Jersey Port Corporation, Port Authority of Salem, Bridgeton Municipal Port Authority, etc. The Port Authority has overseas offices in Brussels, Tokyo, Hong Kong and Bogata.

Printed information on shipping from, to and through the ports of South Jersey and Southeastern Pennsylvania is available from the World Trade Division. Rate information may be obtained from files on rail, truck and ocean tariffs in the Traffic Bureau.

Philadelphia Port Corporation
Branch Office
U.S. Steel Building, Suite 1474
600 Grant Street
Pittsburgh, PA 15219
(412) 261-4411

The Philadelphia Port Corporation is responsible for the administration of Philadelphia's International Seaport, as well as marketing and publicizing the port. Its services include consulting on transportation services and assistance in locating export packers and freight forwarders.

SMALL BUSINESS DEVELOPMENT CENTERS AND OTHER UNIVERSITY/COLLEGE PROGRAMS

At many universities and colleges, faculty members have expertise in international affairs and international business, and may provide consulting. Certain universities and colleges, including those with SBDCs, offer services to exporters. Included with the listing of these schools and SBDCs are summaries, where available, of the special services offered.

Allentown-Bethlehem

Lehigh University
International Trade Development Center
412 South New Street
Bethlehem, PA 18015
(215) 758-3000

Altoona

St. Francis College
234 Pudua Hall
Loretto, PA 15940
(814) 472-7000 ext. 231

Erie

Gannon University
Gannon Small Business Development Center
Box 12
Erie, PA 16501
(814) 871-7370

Harrisburg

Penn State - Capitol Campus
Crags Building
Route 230
Middletown, PA 17057
(717) 948-6031

Mansfield

Mansfield State College
State Grants and Contracts
Mansfield, PA 16933
(717) 662-4121

Philadelphia

Drexel University
Department of Management
College of Business
Philadelphia, PA 19104
(215) 895-2122

LaSalle College
20th & Olney Streets
Philadelphia, PA 19141
(215) 951-1416

Philadelphia Export Network
3508 Market Street, Suite 100
Philadelphia, PA 19104
(215) 898-4189

The Philadelphia Export Network is a collaborative venture supported by the Wharton School of the University of Pennsylvania and regional government and business communities. It is designed to assist firms in the Delaware Valley region with the development of foreign markets. Services include consulting by teams of Wharton MBA students for research and marketing projects, as well as counseling and referral services. Networking opportunities are available. The Philadelphia Export Network maintains a research program, and publishes newsletters and the Philadelphia Export Directory.

Temple University
814 Park Mall
Philadelphia, PA 19122
(215) 787-7281
(215) 787-8461

Temple University participates in the Pennsylvania Register of International Skills and Expertise (see listing under "State Agencies").

University of Pennsylvania
Small Business Development Center
The Wharton School
343 Vance Hall/CS
Philadelphia, PA 19104
(215) 898-4861

Besides its SBDC, the University of Pennsylvania also participates in the Pennsylvania Register of International Skills and Expertise (see listing under "State Agencies).

Villanova University
Economics Department
Ithan & Lancaster Avenues
Villanova, PA 19085
(215) 645-4382

West Chester State College
Department of Business Administration
West Chester, PA 19380
(215) 436-2649

Pittsburgh

Chathan College
Woodland Road
Pittsburgh, PA 15232
(412) 365-1100

Chatham College offers B.S. and MBA degrees with concentrations in International Business.

Duquesne University
104 Rockwell Hall
600 Forbes Avenue
Pittsburgh, PA 15282
(412) 434-6220

Duquesne University offers B.S. and MBA degrees with concentrations in International Business.

La Roche College
9000 Babcock Blvd.
Pittsburgh, PA 15237
(412) 367-9300

La Roche College offers a B.S. degree in International Management.

Point Park College
201 Wood Street
Pittsburgh, PA 15222
(412) 294-5809

Point Park College offers a Master's degree in International Business Management.

University of Pittsburgh
University Center for International Studies
4G01 Forbes Quadrangle
Pittsburgh, PA 15260
(412) 648-7374

The Center provides seminars which focus on international trade development, particular countries or regions, and policy issues. The University of Pittsburgh also participates in the Pennsylvania Register of International Skills and Expertise (see listing under "State Agencies"), along with offering an MBA degree with concentration in International Business.

Scranton/Wilkes-Barre

Marywood College
Scranton, PA 18509
(717) 348-6274

University of Scranton
O'Hara Hall
Scranton, PA 18510
(717) 961-7588

Wilkes College
Institute of Regional Affairs
165 South Franklin Street
Wilkes-Barre, PA 18703
(717) 824-4651 ext. 222

Slippery Rock

Slippery Rock University
Slippery Rock, PA 16057
(412) 794-7114

Slippery Rock University offers a B.S.B.A. degree with a concentration in International Business.

State College

Penn State University
314 Willard Building
University Park, PA 16802
(814) 865-7681

Penn State participates in the Pennsylvania Register of International Skills and Expertise (see listing under "State Agencies").

Williamsport

Williamsport Area Community College
1005 West Third Street
Williamsport, PA 17701-5799
(717) 326-3761

CHAMBERS OF COMMERCE

Some chambers of commerce are actively involved in the promotion of international trade. In cases where chambers of commerce offer international trade services, they are listed below, along with a summary, where available, of services provided.

Allentown-Bethlehem

Allentown-Lehigh County Chamber of Commerce
462 Walnut Street
Box 1229
Allentown, PA 18105-1229
(215) 437-9661

Bethlehem Area Chamber of Commerce
459 Old York Road
Bethlehem, PA 18018
(215) 867-3788

Upper Bucks County Chamber of Commerce
P.O. Box 484, Route 309
(Holt Carpet Center)
Quakertown, PA 18951
(215) 536-3211
(215) 536-8108

Altoona

Altoona Area Chamber of Commerce
1107 12th Street
Altoona, PA 16601
(814) 943-8151

Bloomsburg

Bloomsburg Area Chamber of Commerce
233 Market Street
Bloomsburg, PA 17815
(717) 784-2522

Erie

Greater Erie Area Chamber of Commerce
1006 State Street
Erie, PA 16501
(814) 454-7191

Harrisburg

Greater Harrisburg Area Chamber of Commerce
114 Walnut Street
P.O. Box 969
Harrisburg, PA 17108
(717) 232-4121

Pennsylvania Chamber of Commerce
222 North Third Street
Harrisburg, PA 17101
(717) 255-3252

Lancaster

Lancaster Area Chamber of Commerce
30 West Orange Street
Lancaster, PA 17604
(717) 397-3531

Philadelphia

Greater Philadelphia Chamber of Commerce
1346 Chestnut Street, Suite 800
Philadelphia, PA 19107
(215) 545-1234

The Philadelphia Chamber provides advice on exporting and referrals to other organizations.

Lower Bucks Chamber of Commerce
409 Hood Boulevard
Fairless Hills, PA 19030
(215) 943-7400

Main Line Chamber of Commerce
155 East Lancaster Avenue
Wayne, PA 19087
(215) 687-6232

Pittsburgh

Beaver Valley Chamber of Commerce
1008 Seventh Avenue
Beaver Falls, PA 15010
(412) 846-6750

Greater Pittsburgh Chamber of Commerce
Three Gateway Center, Suite 1400
401 Liberty Avenue
Pittsburgh, PA 15222-1004
(412) 392-4500

Greater Washington Area Chamber of Commerce
Millcraft Center
90 W. Chestnut Street
Washington, PA 15301
(412) 225-3010

Penn Hills Chamber of Commerce
Penn Oak Professional Building
85 Universal Road
Penn Hills, PA 15235
(412) 243-7774

Reading

Chamber of Commerce of Reading and Berks County
541 Court Street
Box 1698
Reading, PA 19603
(215) 376-6766

Scranton - Wilkes-Barre

Greater Scranton Chamber of Commerce
Chamber of Commerce Building
426 Mulberry Street
Scranton, PA 18503
(717) 342-7711

Greater Wilkes-Barre Chamber of Commerce
92 South Franklin Street
Wilkes-Barre, PA 18701
(717) 823-2101

State College

State College Area Chamber of Commerce
444 East College Avenue
State College, PA 16801
(814) 237-7644

Warren

Warren County Chamber of Commerce
P.O. Box 942
Warren, PA 16365
(814) 723-3050

York

York Area Chamber of Commerce
1 Market Way East
P.O. Box 1229
York, PA 17405
(717) 854-3814

PRIVATE/OTHER ORGANIZATIONS

The following listing includes various organizations, such as international trade associations, which provide services for exporters. Such associations often provide educational programs on international trade, conduct meetings with guest speakers, work to stimulate interest in international trade, and provide networking opportunities, among other services. Organizations are listed by metropolitan area, and descriptions of services are included where available.

Allentown-Bethlehem

World Trade Club of the Lehigh Valley
Post Office Box 763
Trexlertown, PA 18087-0763
(215) 439-3011

Chambersburg

Franklin County I.D.A.
75 South Second Street
Chambersburg, PA 17201
(717) 263-8282

Erie

Erie Manufacturers' Association
33 East 8th Street
Post Office Box 1779
Erie, PA 16507
(814) 453-4454

International Trade Club of Erie
c/o Manufacturers' Association of Erie
3537 West 12th Street
Erie, PA 16501
(814) 459-3335

The Club helps companies to identify, access, and penetrate markets. It provides personal counseling service using statistical analysis and market research reports to identify a market. It has an agent distributor service which locates foreign representatives throughout the world. Also, there is a Trade Opportunities Program (TOP) which consists of overseas personnel who search for trading opportunities. The Club of Erie has trained personnel to translate the labeling of products into the language of other countries.

Harrisburg

Capital Region Export Development Program
214 Senate Avenue, Suite 605
Camp Hill, PA 17011
(717) 761-2000

Under the contracted management of Thomas Sherburne, the Export Development Program seeks to identify local products with export potential. Sherburne and teams of volunteers from local banks, law firms and shipping companies offer no-cost, on-site counseling and, for a limited number of companies, comprehensive staff services to guide them through the first year of setting up a new export program. The program also provides an informative newsletter, a lead referral service and attempts to match local products with foreign distributors and agents.

Central Pennsylvania International Business Association
P.O. Box 11704
Harrisburg, PA 17108-1704
(717) 257-1550

CPIBA is a community association which promotes international business in the Central Pennsylvania area. It welcomes both exporters and importers, as well as those involved in related support services, professions, or education. CPIBA was organized with the support of certain government agencies, colleges, and businesses.

CPIBA holds bi-monthly luncheons with speakers from successful exporting firms and related fields. In addition, CPIBA has co-sponsors seminars on various aspects of exporting. CPIBA also assisted in the creation and funding of an Export Development Specialist who now promotes export business opportunities for Central Pennsylvania businesses.

Philadelphia

American Society of International Executives, Inc.
Suite 419, Dublin Hall
Blue Bell, PA 19422
(215) 643-3040

The ASIE is a professional society with members from all areas of international trade. It fosters professionalism among American international traders.

Credit Management Association of Delaware Valley
1218 Chestnut Street
Philadelphia, PA 19106
(215) 568-1765

Delaware County Economic Development Center, Inc.
602 East Baltimore Pike
Media, PA 19063
(215) 565-7575

International Business Forum, Inc.
42 South 15th Street, Suite 315
Philadelphia, PA 19102
(215) 568-2710

The I.B.F. is a regional organization for firms with international perspectives. It provides services of education interchange and representation for its members. The I.B.F. regularly organizes seminars and workshops on international trade and investment. It also coordinates the annual Pennsylvania Trade Conference.

International Trade Development Association
Post Office Box 279
Chalfont, PA 18914
(215) 822-6893

Philadelphia District Export Council
c/o U.S. Department of Commerce
9448 Federal Building
600 Arch Street
Philadelphia, PA 19106
(215) 597-2866

The Philadelphia District Export Council is one of 51 District Export Councils nationwide. These Councils operate under the guidance of the U.S. Department of Commerce. The membership of the Council, which is appointed by the Secretary of Commerce, consists of district leaders in commerce, industry, academia and local governments with close association with international trade. The basic mission of the Councils is to work with the Commerce Department's district offices to promote international trade. The Councils assist in sponsoring workshops and seminars on exporting, and help arrange export counseling for potential or beginning exporters. The Councils also serve to provide the Commerce Department with the business community's views on international trade issues.

Philadelphia Export Network
3508 Market Street, Suite 100
Philadelphia, PA 19104
(215) 898-4189

The Philadelphia Export Network is a collaborative venture supported by the Wharton School of the University of Pennsylvania and regional government and business communities. It is designed to assist firms in the Delaware Valley region with the development of foreign markets. Services includes consulting by teams of Wharton MBA students for research and marketing projects, as well as counselling and referral services. Networking opportunities are available. The Philadelphia Export Network maintains a research program, and publishes newsletters and the Philadelphia Export Directory. It also sponsors seminars and workshops on issues affecting local exporters.

Philadelphia Industrial Development Corporation
Fidelity Building, 22nd Floor
123 S. Broad Street
Philadelphia, PA 19109

Philadelphia Maritime Exchange
913 Lafayette Building
Philadelphia, PA 19106-2488
(215) 925-1522

The Philadelphia Maritime Exchange promotes the interests of the Delaware River port community. Services include ship reporting, marine intelligence and a tri-state Port Directory.

Women's International Trade Association
P. O. Box 40004
Continental Station
Philadelphia, PA 19106
(215) 923-6900

World Trade Association of Philadelphia, Inc.
The Engineers' Club Building
1317 Spruce Street
Philadelphia, PA 19107
(215) 735-0711

The World Trade Association promotes international trade and provides a forum for discussion and networking among members.

Pittsburgh

International Credit Club
c/o NACM - Western Pennsylvania
3737 Library Road
Pittsburgh, PA 15234
(412) 344-1400

International Trade Executives Club of Pittsburgh
2002 Federal Building
1000 Liberty Avenue
Pittsburgh, PA 15222
(412) 644-2850

Penn's Southwest Association
600 Grant Street, Suite 4444
Pittsburgh, PA 15219
(412) 281-4741

The Penn's Southwest Association promotes economic development in southwestern Pennsylvania. Through its International Trade Promotion Program, it is developing an information system to assist exporters and to build contacts between the business and academic communities. It also publishes the "Southwestern Pennsylvania International Business Directory."

Pittsburgh High Technology Council
4516 Henry Street, Suite 202
Pittsburgh, PA 15241
(412) 687-2700

The Council is a professional association of high-technology companies. It sponsors seminars and conferences to promote technology exports, co-sponsors trade missions, and helps establish contacts with foreign commercial councils.

Smaller Manufacturers Council
Export Profit Council
339 Boulevard of the Allies
Pittsburgh, PA 15222
(412) 391-1622

Services include an export trade cooperative, so-sponsorship of Department of Commerce education programs, referrals, and publication of "Dynamic Business" and a newsletter.

Southwestern Pennsylvania Economic Development District
110 Market Street
Pittsburgh, PA 15222
(412) 391-1240

The SPEDD provides numerous services, including market research assistance in establishing contacts and sales leads, seminars and workshops on exporting, and counseling on various aspects of exporting.

Western Pennsylvania District Export Council
c/o U.S. Department of Commerce
2002 Federal Building
1000 Liberty Avenue
Pittsburgh, PA 15222
(412) 644-2850

The Western Pennsylvania District Export Council is one of 51 District Export Councils nationwide. These Councils operate under the guidance of the U.S. Department of Commerce. The membership of the Council, which is appointed by the Secretary of Commerce, consists of district leaders in commerce, industry, academia and local governments with close association with international trade. The basic mission of the Councils is to work with the Commerce Department's district offices to promote international trade. The Councils assist in sponsoring workshops and seminars on exporting, and help arrange export counseling for potential or beginning exporters. The Councils also serve to provide the Commerce Department with the business community's views on international trade issues.

World Affairs Council of Pittsburgh
100 Fifth Avenue
Pittsburgh, PA 15222
(412) 281-7970

The World Affairs Council sponsors monthly round table discussions on issues affecting international trade, and assists firms with making business contacts.

Reading

Manufacturers' Association of Berks County
Abraham Lincoln Motor Inn
100 North Fifth Street
Reading, PA 19603
(215) 375-6171

Reading Center City Development Fund
The Madison
400 Washington Street, Suite 330
P.O. Box 8621
Reading, PA 19603-8621

Reading Foreign Trade Association
c/o Cabot Corporation
P.O. Box 1296
Reading, PA 19603
(215) 921-5213

Scranton/Wilkes-Barre

World Trade Club of Northeast Pennsylvania
c/o Royer Foundry & Machine Company
P.O. Box 1232
Kingston, PA 18704-0232
(717) 287-9624

York

Manufacturers' Association of York, PA
25 North Duke Street
P.O. Box 1668
York, PA 17405
(717) 843-3891

FOREIGN CONSULATES

Generally, the consulates that are the most helpful are those with commercial liaison offices. They provide general information about doing business in their countries and offer assistance to U.S. firms seeking names of overseas sources of supply. They may also be able to provide background reports on firms located in their home countries and assistance in translation, particularly for those U.S. firms interested in purchasing products from their home country.

The level of representation is indicated in parentheses after the name of the country: (C) indicates a consulate, (CG) a consulate general, and (H) indicates honorary status. For those countries which do not maintain a consulate in Pennsylvania (or which have only an honorary consul), all Washington embassies are listed under a separate heading in the next section. An embassy can direct an inquiry to the out-of-state consulate or the in-state honorary consulate with responsibility for Pennsylvania.

Canada (CG)
3 Parkway Bldg., Suite 1620
Philadelphia, PA 19102
(215) 561-1750

Colombia (CG)
1015 Chestnut Street, Suite 300
Philadelphia, PA 19107
(215) 922-1927

Costa Rica (CG)
335 East Main Street
Moorestown, NJ 08057
(609) 235-6772

Dominican Republic (CG)
422 Lafayette Bldg.
Philadelphia, PA 19106
(215) 923-3006

Germany, Federal Republic of (HCG)
1102 PNB Plaza Bldg.
Philadelphia, PA 19106
(215) 922-7415/16

Israel (CG)
225 South 15th Street, Suite 1720
Philadelphia, PA 19102
(215) 546-5556

Italy (CG)
421 Chestnut Street
Philadelphia, PA 19106
(215) 592-7329

Mexico (CG)
Suite 575, Bourse Bldg.
Philadelphia, PA 19106
(215) 922-4262

Panama (CG)
2019 Rittenhouse Square
Philadelphia, PA 19103
(215) 546-0767

Venezuela (CG)
Three Penn Center Plaza
Philadelphia, PA 19102
(215) 563-0585

Yugoslavia (CG)
625 Stanwix Street, Suite 1605
Pittsburgh, PA 19222
(412) 471-6191

FOREIGN EMBASSIES

The following is a complete listing of foreign embassies in Washington, DC. An embassy can provide information on trading with its home country. In cases where a country does not have a consulate located in a particular state, the country's embassy can also refer an inquiry to the out-of-state consulate or in-state honorary consulate with responsibility for the state in question.

Afghanistan, Democratic Republic of
2341 Wyoming Avenue NW
Washington, DC 20008
(202) 234-3770

Algeria, Democratic Republic of
2118 Kalorama Road NW
Washington, DC 20007
(202) 328-5300

Antigua and Barbuda
3400 International Drive NW
Washington, DC 20008
(202) 362-5122

Argentine Republic
1600 New Hampshire Avenue NW
Washington, DC 20009
(202) 939-6400

Australia
1601 Massachusetts Avenue NW
Washington, DC 20036
(202) 797-3000

Austria
2343 Massachusetts Avenue NW
Washington, DC 20008
(202) 483-4474

Bahamas, Commonwealth of the
600 New Hampshire Ave. NW, Suite 865
Washington, DC 20037
(202) 944-3390

Bahrain, The State of
3502 International Drive NW
Washington, DC 20008
(202) 342-0741

Bangladesh, People's Republic of
2201 Wisconsin Avenue NW
Washington, DC 20007
(202) 342-8372

Barbados
2144 Wyoming Avenue NW
Washington, DC 20008
(202) 939-9200

Belgium
3330 Garfield Street NW
Washington, DC 20008
(202) 333-6900

Belize
1575 I Street NW
Washington, DC 20005
(202) 289-1416

Benin, People's Republic of
2737 Cathedral Avenue NW
Washington, DC 20008
(202) 232-6656

Bolivia
3014 Massachusetts Avenue NW
Washington, DC 20008
(202) 483-4410

Botswana, Republic of
4301 Connecticut Avenue NW
Washington, DC 20008
(202) 244-4990

Brazil
3006 Massachusetts Avenue NW
Washington, DC 20008
(202) 745-2700

Brunei
2600 Virginia Avenue NW
Washington, DC 20037
(202) 342-0159

Bulgaria, People's Republic of
1621 22nd Street NW
Washington, DC 20008
(202) 387-7969

Burkina-Faso (formerly Upper Volta)
2340 Massachusetts Avenue NW
Washington, DC 20008
(202) 332-5577

Burma, Socialist Rep. of the Union of
2300 S Street NW
Washington, DC 20008
(202) 332-9044

Burundi, Republic of
2233 Wisconsin Avenue NW
Washington, DC 20007
(202) 342-2574

Cameroon, United Republic of
2349 Massachusetts Avenue NW
Washington, DC 20008
(202) 265-8790

Canada
1746 Massachusetts Avenue NW
Washington, DC 20036
(202) 785-1400

Cape Verde, Republic of
3415 Massachusetts Avenue NW
Washington, DC 20007
(202) 965-6820

Central African Republic
1618 22nd Street NW
Washington, DC 20008
(202) 483-7800

Chad, Republic of
2002 R Street NW
Washington, DC 20009
(202) 462-4009

Chile
1732 Massachusetts Avenue NW
Washington, DC 20036
(202) 785-1746

China, People's Republic of
2300 Connecticut Avenue NW
Washington, DC 20008
(202) 328-2500

Colombia
2118 Leroy Place NW
Washington, DC 20008
(202) 387-8338

Congo, People's Republic of the
4891 Colorado Avenue NW
Washington, DC 20011
(202) 726-5500

Costa Rica
1825 Connecticut Avenue NW
Washington, DC 20009
(202) 234-2945

Cyprus, Republic of
2211 R Street NW
Washington, DC 20008
(202) 462-5772

Czechoslovak Socialist Republic
3900 Linnean Avenue NW
Washington, DC 20008
(202) 363-6315

Denmark
3200 Whitehaven Street NW
Washington, DC 20008
(202) 234-4300

Djibouti, Republic of
866 United Nations Plaza, Suite 4011
New York, NY 10017
(212) 234-4300

Dominica, Commonwealth of
1629 K Street NW
Washington, DC 20006
(202) 467-5933

Dominican Republic
1715 22nd Street NW
Washington, DC 20008
(202) 332-6280

Ecuador
2535 15th Street NW
Washington, DC 20009
(202) 234-7200

Egypt, Arab Republic of
2310 Decatur Place NW
Washington, DC 20008
(202) 232-5400

El Salvador
2308 California Avenue NW
Washington, DC 20008
(202) 265-3480

Equatorial Guinea
801 2nd Avenue, Suite 1043
New York, NY 10017
(212) 599-1523

Ethiopia
2134 Kalorama Road NW
Washington, DC 20008
(202) 234-2281

Fiji
2233 Wisconsin Avenue NW
Washington, DC 20007
(202) 337-8320

Finland
3216 New Mexico Avenue NW
Washington, DC 20016
(202) 363-2430

France
4101 Reservoir Road NW
Washington, DC 20007
(202) 944-6000

Gabon
2034 20th Street NW
Washington, DC 20009
(202) 797-1000

German Democratic Republic
1717 Massachusetts Avenue NW
Washington, DC 20036
(202) 232-3134

Germany, Federal Republic of
4645 Reservoir Road NW
Washington, DC 20007
(202) 298-4000

Ghana
2460 16th Street NW
Washington, DC 20009
(202) 462-0761

Greece
2221 Massachusetts Avenue NW
Washington, DC 20008
(202) 667-3168

Grenada
1701 New Hampshire Avenue NW
Washington, DC 20009
(202) 265-2561

Guatemala
2220 R Street NW
Washington, DC 20008
(202) 745-4952

Guinea, Republic of
2112 Leroy Place NW
Washington, DC 20008
(202) 483-9420

Guinea-Bissau, Republic of
211 East 43rd Street, Suite 604
New York, NY 10017
(212) 661-3977

Guyana
2490 Tracy Place NW
Washington, DC 20008
(202) 265-6900

Haiti
2311 Massachusetts Avenue NW
Washington, DC 20008
(202) 332-4090

Holy See
3339 Massachusetts Avenue NW
Washington, DC 20008
(202) 333-7121

Honduras
4301 Connecticut Avenue NW
Washington, DC 20008
(202) 966-7700

Hungarian People's Republic
3910 Shoemaker Street NW
Washington, DC 20008
(202) 362-6730

Iceland
2022 Connecticut Avenue NW
Washington, DC 20008
(202) 265-6653

India
2107 Massachusetts Avenue NW
Washington, DC 20008
(202) 939-7000

Indonesia, Republic of
2020 Massachusetts Avenue NW
Washington, DC 20036
(202) 775-5200

Iraq
1801 P Street NW
Washington, DC 20036
(202) 483-7500

Ireland
2234 Massachusetts Avenue NW
Washington, DC 20008
(202) 462-3939

Israel
3514 International Drive NW
Washington, DC 20008
(202) 364-5500

Italy
1601 Fuller Street NW
Washington, DC 20009
(202) 328-5500

Ivory Coast, Republic of
2424 Massachusetts Avenue NW
Washington, DC 20008
(202) 483-2400

Jamaica
1850 K Street NW
Washington, DC 20006
(202) 452-0660

Japan
2520 Massachusetts Avenue NW
Washington, DC 20008
(202) 234-2266

Jordan, Hashemite Kingdom of
3504 International Drive NW
Washington, DC 20008
(202) 966-2664

Kenya
2249 R Street NW
Washington, DC 20008
(202) 387-6101

Korea, Republic of
2320 Massachusetts Avenue NW
Washington, DC 20008
(202) 939-5600

Kuwait, State of
2940 Tilden Street NW
Washington, DC 20008
(202) 966-0702

Lao People's Democratic Republic
2222 S Street NW
Washington, DC 20008
(202) 332-6416

Lebanon
2560 28th Street NW
Washington, DC 20008
(202) 939-6300

Lesotho, Kingdom of
1601 Connecticut Avenue NW
Washington, DC 20009
(202) 462-4190

Liberia, Republic of
5201 16th Street NW
Washington, DC 20011
(202) 723-0437

Luxembourg
2200 Massachusetts Avenue NW
Washington, DC 20008
(202) 265-4171

Madagascar, Democratic Republic of
2374 Massachusetts Avenue NW
Washington, DC 20008
(202) 265-5525

Malawi
1400 20th Street NW
Washington, DC 20008
(202) 223-4814

Malaysia
2401 Massachusetts Avenue NW
Washington, DC 20008
(202) 328-2700

Mali, Republic of
2130 R Street NW
Washington, DC 20008
(202) 332-2249

Malta
2017 Connecticut Avenue NW
Washington, DC 20008
(202) 462-3611

Mauritania, Islamic Republic of
2129 Leroy Place NW
Washington, DC 20008
(202) 232-5700

Mauritius
4301 Connecticut Avenue NW
Washington, DC 20008
(202) 244-1491

Mexico
2829 16th Street NW
Washington, DC 20009
(202) 234-6000

Morocco
1601 21st Street NW
Washington, DC 20009
(202) 462-7979

Mozambique, People's Republic of
1990 M Street NW
Washington, DC 20037
(202) 293-7146

Nepal
2131 Leroy Place NW
Washington, DC 20008
(202) 667-4550

Netherlands, The
4200 Linnean Avenue NW
Washington, DC 20008
(202) 244-5304

New Zealand
37 Observatory Circle NW
Washington, DC 20008
(202) 387-4371

Nicaragua
1627 New Hampshire Avenue NW
Washington, DC 20009
(202) 332-1643

Niger, Republic of
2204 R Street NW
Washington, DC 20008
(202) 483-4224

Nigeria
2201 M Street NW
Washington, DC 20037
(202) 822-1500

Norway
2720 34th Street NW
Washington, DC 20008
(202) 333-6000

Oman, Sultanate of
2342 Massachusetts Avenue NW
Washington, DC 20008
(202) 387-1980

Pakistan
2315 Massachusetts Avenue NW
Washington, DC 20008
(202) 939-6200

Panama
2862 McGill Terrace NW
Washington, DC 20008
(202) 483-1407

Papua New Guinea
1330 Connecticut Avenue NW
Washington, DC 20036
(202) 659-0856

Paraguay
2400 Massachusetts Avenue NW
Washington, DC 20008
(202) 483-6960

Peru
1700 Massachusetts Avenue NW
Washington, DC 20036
(202) 833-9860

Philippines
1617 Massachusetts Avenue NW
Washington, DC 20036
(202) 483-1414

Polish People's Republic
2640 16th Street NW
Washington, DC 20009
(202) 234-3800

Portugal
2125 Kalorama Road NW
Washington, DC 20008
(202) 328-8610

Qatar, State of
600 New Hampshire Ave. NW, Suite 1180
Washington, DC 20037
(202) 388-0111

Romania, Socialist Republic of
1607 23rd Street NW
Washington, DC 20008
(202) 232-4747

Rwanda, Republic of
1714 New Hampshire Avenue NW
Washington, DC 20009
(202) 232-2882

Saint Christopher and Nevis
2501 M Street NW
Washington, DC 20037
(202) 833-3550

Saint Lucia
2100 M Street NW
Washington, DC 20037
(202) 463-7378

Saudi Arabia
601 New Hampshire Avenue NW
Washington, DC 20037
(202) 342-3800

Senegal, Republic of
2112 Wyoming Avenue NW
Washington, DC 20008
(202) 234-0540

Seychelles, Republic of
820 2nd Avenue, Suite 203
New York, NY 10017
(212) 687-9766

Sierra Leone
1701 19th Street NW
Washington, DC 20009
(202) 939-9261

Singapore, Republic of
1824 R Street NW
Washington, DC 20009
(202) 667-7555

Somali Democratic Republic
600 New Hampshire Ave. NW, Suite 710
Washington, DC 20037
(202) 342-1575

South Africa
3051 Massachusetts Avenue NW
Washington, DC 20008
(202) 232-4400

Spain
2700 15th Street NW
Washington, DC 20009
(202) 265-0190

Sri Lanka, Dem. Socialist Rep. of
2148 Wyoming Avenue NW
Washington, DC 20008
(202) 483-4025

Sudan, Republic of the
2210 Massachusetts Avenue NW
Washington, DC 20008
(202) 338-8565

Suriname, Republic of
2600 Virginia Avenue NW
Washington, DC 20037
(202) 338-6980

Swaziland, Kingdom of
4301 Connecticut Avenue NW
Washington, DC 20008
(202) 362-6683

Sweden
600 New Hampshire Ave., Suite 1200
Washington, DC 20037
(202) 944-5600

Switzerland
2900 Cathedral Avenue NW
Washington, DC 20008
(202) 745-7900

Syrian Arab Republic
2215 Wyoming Avenue NW
Washington, DC 20008
(202) 232-6313

Tanzania, United Republic of
2139 R Street NW
Washington, DC 20008
(202) 939-6125

Thailand
2300 Kalorama Road NW
Washington, DC 20008
(202) 483-7200

Togo, Republic of
2208 Massachusetts Avenue NW
Washington, DC 20008
(202) 234-4212

Trinidad and Tobago
1708 Massachusetts Avenue NW
Washington, DC 20036
(202) 467-6490

Tunisia
1515 Massachusetts Avenue NW
Washington, DC 20005
(202) 862-1850

Turkey, Republic of
1606 23rd Street NW
Washington, DC 20008
(202) 387-3200

Uganda, Republic of
1606 23rd Street NW
Washington, DC 20011
(202) 726-7100

Union of Soviet Socialist Republics
1125 16th Street NW
Washington, DC 20036
(202) 628-7551

United Arab Emirates
600 New Hampshire Ave. NW, Suite 740
Washington, DC 20037
(202) 338-6500

United Kingdom of Great Britain
and Northern Ireland
3100 Massachusetts Avenue NW
Washington, DC 20008
(202) 462-1340

Uruguay
1918 F Street NW
Washington, DC 20006
(202) 331-1313

Venezuela
2445 Massachusetts Avenue NW
Washington, DC 20008
(202) 797-3800

Western Samoa, Independent State of
820 2nd Avenue
New York, NY 10017
(212) 599-6196

Yemen Arab Republic
600 New Hampshire Ave., Suite 800
Washington, DC 20037
(202) 965-4760

Yugoslavia, Socialist Fed. Rep. of
2410 California Street NW
Washington, DC 20008
(202) 462-6566

Zaire, Republic of
1800 New Hampshire Avenue NW
Washington, DC 20009
(202) 234-7960

Zambia, Republic of
2419 Massachusetts Avenue NW
Washington, DC 20008
(202) 265-9717

Zimbabwe
2852 McGill Terrace NW
Washington, DC 20008
(202) 332-7100

BANKS WITH INTERNATIONAL DEPARTMENTS

Banks with international departments provide a variety of services. These may include: credit information on foreign firms and overseas agents, arranging letters of credit, collection of foreign invoices, drafts and letters of credit, transfer of funds to other countries, currency exchange, and export financing, as well as information and advice on exporting, such as export regulations and potential foreign markets and representatives.

Banks are listed by metropolitan area.

Erie

The First National Bank of Pennsylvania
717 State Street
Erie, PA 16566
(814) 871-3831

Marine Bank
901 State Street
Erie, PA 16501
(814) 871-9200

Harrisburg

Commonwealth National Bank
10 South Market Street
Harrisburg, PA 17108
(717) 564-9500

Lancaster

Fulton Bank
International Department
P.O. Box 4887
Lancaster, PA 17604
(717) 291-2492

Hamilton Bank
P.O. Box 3959
100 N. Queen Street
Lancaster, PA 17604
(717) 291-3314

Philadelphia

Barclays Bank
1 Franklin Plaza, Suite 920
Philadelphia, PA 19102
(215) 977-2980

Brown Brothers, Harriman & Co.
1531 Walnut Street
Philadelphia, PA 19102
(215) 864-1818

Central Penn National Bank (Meridian)
5 Penn Center Plaza
Philadelphia, PA 19101
(215) 854-3171

Citicorp USA, Inc.
1529 Walnut Street
Philadelphia, PA 19102
(215) 964-7600

Continental Bank
Continental Building
1201 Chestnut Street
Philadelphia, PA 19107
(215) 564-7182

The Fidelity Bank
Broad and Walnut Streets
Philadelphia, PA 19109
(215) 985-6000

First Pennsylvania Bank N.A.
16th and Market Streets
Philadelphia, PA 19101
(215) 786-8439

Girard Trust Bank
Girard Plaza
Philadelphia, PA 19101

Bank Hapoalim
3 Penn Center Plaza
Philadelphia, PA 19102
(215) 665-2200

Industrial Valley Bank & Trust Co.
(Fidelity)
IVB Building
Philadelphia, PA 19103
(215) 985-8531

Bank Leumi Le-Israel
1511 Walnut Street
Philadelphia, PA 19102
(215) 299-4400

Mellon Bank
One Girard Plaza
Philadelphia, PA 19101
(215) 553-2874

Meridan Bank
1700 Arch Street
Philadelphia, PA 19103
(215) 854-3780

The Philadelphia National Bank
Broad & Chestnut Streets
P.O. Box 7618
Philadelphia, PA 19101
(215) 629-3643

Provident National Bank
Broad and Chestnut Streets
P.O. Box 7240
Philadelphia, PA 19101
(215) 585-5819
(215) 629-3812

Pittsburgh

Algemene Bank Nederland N.V.
5885 United States Steel Bldg.
600 Grant Street
Pittsburgh, PA 15219
(412) 566-2250

Barclays Bank PLC
One Oliver Plaza, Suite 3126
Pittsburgh, PA 15222
(412) 562-9200

Dollar Bank
535 Smithfield Street
Pittsburgh, PA 15222
(412) 261-8497

Equibank
Two Oliver Plaza
Pittsburgh, PA 15222
(412) 288-5423

Lloyds Bank International Limited
600 Grant Street, 59th Floor
Pittsburgh, PA 15219-2896
(412) 288-1800

Mellon Bank, N.A.
One Mellon Bank Center
Pittsburgh, PA 15258
(412) 234-6429

PNC International Bank
1000 Pittsburgh National Building
Pittsburgh, PA 15265
(412) 355-2047

Pittsburgh National Bank
Fifth Avenue & Wood Street
Pittsburgh, PA 15222
(412) 355-2047

Reading

American Bank and Trust Co.
(Meridian)
35 North 6th Street
P.O. Box 1102
Reading, PA 19603
(215) 854-3894

Scranton

Northeastern Bank of Pennsylvania
Penn Avenue & Spruce Street
Scranton, PA 18503
(717) 961-7007

York

First Maryland International Banking
Corp.
309 E. Market Street
P.O. Box 1867
York, PA 17405
(717) 848-2265

EXPORT MANAGEMENT COMPANIES/ EXPORT TRADING COMPANIES

An export management company (EMC) serves as an export sales intermediary and representative for one or more manufacturers. An EMC usually assumes responsibility for locating foreign buyers, promoting the product and making export sales, documentation, and shipping the product overseas. Some EMCs may also arrange export financing. EMCs often specialize by product line, foreign market, or both. Where available, this information is provided below.

An export trading company (ETC) offers services similar to an EMC. ETCs often purchase a product outright, taking title and then reselling the product overseas.

Firms are listed by metropolitan area.

Allentown-Bethlehem

Commodities International
315 South 17th Street
Allentown, PA 18104
(215) 434-9721
TWX: 710-582-5598

Products in machinery, electronics, foodstuffs industries, service relating to joint ventures, licensing, acquisitions.

ET Associations, Inc.
P.O. Box 531
Bethlehem, PA 18016
(215) 868-3769
TWX: 510-651-2398

Cement & construction industry, agricultural equipment.

Hughes Associates Ltd.
P.O. Box 116
Center Valley, PA 18034
(215) 282-3666
Telex: 44-0283 ACI UI

Electromedical devices, x-ray, nuclear, ultrasonic apparatus, patient monitors, surgical equipment & support systems, instrumentation, diagnostic equipment, computer interfacing systems, testing & simulation devices.

International Agricultural Associates, Inc.
42 South Broad Street
Nazareth, PA 18064
(215) 759-7071
Telex: 84-7321

Agricultural equipment & supplies, feedstuffs & consumer foods.

International Dairy Equipment Associates, Inc.
44 South Broad Street
Nazareth, PA 18064
(215) 759-1228
Telex: 84-7321
Cable: IDEAL

Dairy equipment & supplies and technical services, food packaging equipment, flavoring extracts & syrups.

Spirax Sarco International, Inc.
3015 College Heights Blvd.
Allentown, PA 18104
(215) 821-8717

Steam traps, regulator valves.

Erie

J.P. Donico & Associates
1754 West 24th Street
Erie, PA 16502
(814) 454-6000

Inter-American Marketing
P.O. Box 1552
Erie, PA 16507
(814) 453-4713

Airport development accessories & industrial materials, telecommunication, mechanic & metrographic materials, pharmaceuticals, automotive & ship parts, petroleum industry equipment, foodstuffs, raw chemicals, apparel.

Harrisburg

Eagle International Inc.
9th & Cumberland Streets
P.O. Box 3243
Harrisburg, PA 17105
(717) 234-1832

Paper converting machinery for school and office supplies, typesetting machinery.

Electronics International
P.O. Box 271
Lemoyne, PA 17043
(717) 763-8120

Temperature control and filter control equipment, miscellaneous items.

Far East Trade & Investment Co.
351 Graham Street
Carlisle, PA 17013
(717) 249-1498

Medical equipment, automatic truck loading equipment, electric motor speed controls, automatic headlight aiming systems.
Area: Far East

Trans-Global Trading Co.
504 Colony Road
Camp Hill, PA 17011
(717) 761-5854

Venture International
148 Old Ford Drive
Camp Hill, PA 17011
(717) 763-0267

Lancaster

Colonial Metals Company
P.O. Box 311
Columbia, PA 17512
(717) 684-2311
Telex: 84-8428
Cable: COLONIAL COBI

Brass & bronze ingot, nonferrous scrap metals, primary metals, copper shot.

International Trade Associates
645 Millcross Road
Lancaster, PA 17601
(717) 397-0272
Telex: 84-8450
Cable: INTERAC

Hospital medical supplies & equipment, electrical appliances.

Mount Carmel

A.B. Riedel Associates
P.O. Box 194
Mount Carmel, PA 17851
(717) 339-5055

Anthracite coal.

Oil City

Robson International
4 State Street
P.O. Box 842
Oil City, PA 16301
(814) 676-1175
Cable: GINWEL

Prefabricated homes for low-income families and other prefabricated buildings & shelters.

Philadelphia

Allied Systems International Group
1500 Locust Street, Suite 1410
Philadelphia, PA 19102
(215) 546-1245
Telex: 34-5210

Automobiles, automotive spare parts & accessories, textiles, machinery, tools, food processing & packaging equipment, medical products, high tech equipment and services.

American Export Co. (AMEX)
1495 Chinquapin Drive
Holland, PA 18966

Rubber products, electronics, mini-computers, food processing equipment, sports equipment.

American Traders Inc.
3919 "M" Street
Philadelphia, PA 19124
(215) 537-9994

Hobby supplies and toys.

American Trading & Exporting Co., Inc.
Valley Forge Office Colony
Valley Forge, PA 19481
(215) 783-5142

Artech International, Inc.
246 W. Street Road, Suite 4B
Warminster, PA 18974
(215) 443-8063

Medical equipment & supplies, garden equipment & related items, computer stationery & accessories, agricultural & horticultural products.
Area: Worldwide

Asante Marketing & Exporting Corp.
RD #1
P.O. Box 584 Icedale
Honetbrook, PA 19344
(215) 942-2947

Farm machinery, agricultural chemicals, automobiles, electrical lighting & wiring equipment, hand tools, hardware, cutlery, measuring & controlling instruments, office furniture.

B & M International Trade
689 Lenni Road
Aston, PA 19014
(215) 358-2040

Ballagh & Thrall, Inc.
610 Sentry Parkway, Suite 210
Blue Bell, PA 19422-2396
(215) 825-5710
Telex: 84-5388
Cable: BANDT

Wire cable tubing and sleeving, electronic components, environmental control and scientific equipment, chemical specialties and lubricants, industrial machinery and material, telecommunications equipment, giftware, various consumer products.
Areas: Western & Northern Europe, Japan, Pacific Rim, Canada

Basil International
2020 Locust Street, Suite 4
Philadelphia, PA 19103
(215) 732-6527

Textiles, sporting goods, computer software, musical instruments, paper, leather, tobacco, wines.
Area: Worldwide

John H. Bergmann Associates Ltd.
16 N. Franklin Street
Doylestown, PA 18901
(215) 345-0920

Brewery technology and equipment.

Bodman Chemicals, Inc.
P.O. Box 500
Media, PA 19063
(215) 459-5600

Chemicals & related products.

Philip A. Bogatin, Inc.
2011 Walnut Street
Philadelphia, PA 19103
(215) 568-1464

Textile fibers & bi-products, plastics.

Business Ventures International, Inc.
5th & Chestnut Streets
Philadelphia, PA 19106
(215) 629-1678

Butcher International, Inc.
2018 Delancy Place
Philadelphia, PA 19103
(215) 545-1300
Telex: 83-4800

Railroad equipment, oil field, refinery, pipeline & other oil and gas related business.

CP Interco.
327 E. Gay Street
West Chester, PA 19380
(215) 692-9007

CRC International, Inc.
115 West Avenue
Jenkintown, PA 19046
(215) 572-9999

Medical instruments, engineering & scientific instruments, dental equipment & supplies, ophthalmic goods, photographic equipment & supplies.

Caribbean American Imports
3133 N. Broad Street
Philadelphia, PA 19132
(215) 225-1444

Flour & other grain products, canned & dehydrated fruits & vegetables, hardwood flooring.

Circle Trading Co., Inc.
23 Bellevue Avenue
Penndel, PA 19047
(215) 757-9472

Control Data Business Center
Philadelphia Stock Exchange Bldg.
1900 Market Street, Suite 502
Philadelphia, PA 19103
(215) 854-8500

DMD International
606 Upper Gulph Road
Wayne, PA 19087
(215) 964-0540

Davies Turner & Co.
113 Chestnut Street
Philadelphia, PA 19106
(215) 925-3300

Davis Elliott International, Inc. 226 South 16th Street Philadelphia, PA 19102 (215) 546-7595	Building materials, hardware, plumbing, home & consumer products, automotive accessories, hand tools, medical furniture & medical instruments, fire protection equipment.
Domestic & International Technology 100 West Avenue Jenkintown, PA 19046 (215) 885-7670 Telex: 83-4653	Industrial products, food processing equipment, transportation equipment, material handling systems, power generation equipment, technology transfer.
Dynamar International Corp. Lewis Tower 225 South 15th Street Philadelphia, PA 19102 (215) 735-0607	General merchandise.
EDCO International Corp. 700 Trowbridge Drive Southhampton, PA 18966 (215) 364-4194	
East-West Initiative, Inc. 265 South 25th Street Philadelphia, PA 19103 (215) 546-1699	
Electro-Mechanical Systems International, Ltd. Lafayette Building 437 Chestnut Street Philadelphia, PA 19106 (215) 925-3910	
Fash International, Inc. 1300 W. Wyoming Avenue Philadelphia, PA 19140 (215) 324-6742	General merchandise.
Marie P. Fisher 1403 Walnut Street Norristown, PA 19401 (215) 272-2688	
J.B. Gayle International, Inc. 3133 N. Broad Street Philadelphia, PA 19132 (215) 227-0850	

Green-Mark Enterprises 1213 Spruce Street Philadelphia, PA 19107 (215) 732-7103 Telex: 24-4916	Vehicles, heavy equipment, industrial machinery, technology transfer, turnkey operations, consumer electronics, electrical products, generators, portable light towers, frozen foods & other commodities.
International Commodities, Inc. U.S. Route 1 P.O. Box 205 Chadds Ford, PA 19317 (215) 459-5200 Telex: 710-760100	Electronics, electrical systems, metals, magnets, filters and valves, other industrial products.
International Controls Co. Inc. 2099 Maple Avenue P.O. Box 266 Warrington, PA 18976 (215) 434-2707 Telex: 84-6471	Process and scientific instrumentation and equipment. Areas: Worldwide
International Network Corp. 1510 Chestnut Street, Suite 900 Philadelphia, PA 19102 (215) 569-9922	Creates markets and negotiates corporate trade/barter transactions.
International Raw Materials Ltd. The Philadelphia Bourse Independence Mall East Philadelphia, PA 19106 (215) 928-1010	Agricultural & industrial chemicals, full export services.
International Trade Associates 726 Roslyn Avenue Glenside, PA 19028 (215) 886-2590	Consumer & industrial goods.
International Trade Services 1003 West Ninth Avenue, Suite K King of Prussia, PA 19406 (215) 265-8340 Telex: 84-6386 Cable: EXPORT	Machinery & spare parts for agriculture & forestry industry, commercial refrigeration & freezing equipment, transportation & food service equipment, food items, and small scale engineering projects.
International Trade Software 1107 Bethlehem Pike, Suite 103 Flourtown, PA 19031 (215) 233-1980 Telex: 83-1403	Computers, peripherals, and business equipment.

International Trading Co.
1529 South 22nd Street
Philadelphia, PA 19146
(215) 334-4061

Interstat
P.O. Box 135
Malvern, PA 19355
Cable: INTERSTAT MALVERN PA

Physiotherapy/medical products & supplies, marketing consulting services.

Isthmus Co., Inc.
1700 Walnut Street
Philadelphia, PA 19103
(215) 732-7365

Ivy International Co.
115 E. Maple Avenue
Langhorne, PA 19047
(215) 752-4037

The J Group, Inc.
21 Landmark Drive
Malvern, PA 19355
(215) 640-9111

Kenneth Jacoby
209 Rock Street
Philadelphia, PA 19128
(215) 483-8968

General merchandise.

K.L.M. International Co., Inc.
211 W. Lancaster Avenue
Wayne, PA 19087
(215) 688-7899

Keystone Export Co., Inc.
7165 Keystone Street
Philadelphia, PA 19135
(215) 331-7100

Samuel B. Kogen Associates
345 Harrison Avenue
P.O. Box 11255
Elkins Park, PA 19117
(215) 782-1666
Telex: 23-2005
Cable: HOLDSCOTCH

Medical equipment, chemicals, telescopes, heating & vent equipment, sponge rubber, industrial equipment, edible oils, eggs & rice.

Kuo Chi Trading Co.
1315 Walnut Street
Philadelphia, PA 19107
(215) 735-8909

Lanecor Associates 121 S. Broad Street Philadelphia, PA 19107 (215) 546-9600	
Laser International, Inc. 1030 Mill Creek Drive Feasterville-Trevose, PA 19047 (215) 364-3098	
Maats Enterprises P.O. Box 4129 Philadelphia, PA 19144 (215) 457-4134	Manufacturing products.
Mac International, Inc. 9250 Verree Road Philadelphia, PA 19115 (215) 698-2407	
Magdex International Corp. 4200 Cedar Lane Drexel Hill, PA 19026 (215) 446-1737	General merchandise.
Masington Associates, Ltd. 124 Chestnut Street Philadelphia, PA 19106 (215) 627-3020	Licensing & technology transfer, marketing strategies, identification & analysis, product sourcing & distribution, joint venture & government assistance.
Mitsubishi International Corp. 2730 IVB Building Philadelphia, PA 19103 (215) 567-3700	General trading company, all types of products.
Mundial Enterprises, Ltd. Lafayette Building, Suite 416 Philadelphia, PA 19106 (215) 625-2570	Area: Caribbean
Odhner Corporation P.O. Box 466 Bryn Athyn, PA 19009 (215) 947-8482	General merchandise.
Penn International Co. 15 North Elm Avenue Newtown, PA 18940 (215) 860-2424	

Phil Del Group, Inc. 305 S. Broad Street P.O. Box 2177 Philadelphia, PA 19107 (215) 545-3512 Telex: 83-1421	Middle East specialists.
Phil. Trade Co. 9 Union Avenue Bala Cynwyd, PA 19004 (215) 667-2626	
Phoenician Trading Group 844 Mansion Drive Bethayres, PA 19006 (215) 925-8146	Security products, bullet-proof vests, synthetic fiber.
The Product Line 431 North Gray Street Brookhaven, PA 19015 (215) 876-5213	Monetector-scanner TM, heat exchangers, solar hot water systems.
Ram International Ltd. P.O. Box 24 Glenolden, PA 19036 (215) 461-5858	General merchandise.
Rose Electric Supply Co. 5038 Germantown Avenue Philadelphia, PA 19144 (215) 843-7446	
Safeguard International, Inc. 112 West Eagle Road Havertown, PA 19083 (215) 853-3030	Office equipment, banking equipment, packing industry, wire and tube drawing industry, metal-working compounds.
Sartek Corp. 1003 West 8th Avenue King of Prussia, PA 19406 (215) 337-9099	
G.L. Saxe Enterprises 1724 Marilyn Pike Havertown, PA 19083 (215) 789-3587 Telex: 83-4561	Commercial barbecues & rotisseries, tools, accessories, charcoal, briquets, exercise benches, cast iron weight plates, dumbbells, folding tables, chairs, table tracks for commercial use.
Seton International, Inc. 950 Forge Avenue Norristown, PA 19043 (215) 666-0440	Leather & hides, resins & finishes, pressure sensitive tapes.

L.D. Seymour & Company, Inc.
1201 Chestnut Street
Philadelphia, PA 19105
(215) 665-2300
Telex: 84-5388
Cable: TRADEGLOBE

Consumer products and hardware.

Shermont International
P.O. Box 54
Bryn Mawr, PA 19010
(215) 193-1133

Safety & security equipment, building materials, interior architecture products, specialty hardware & houseware items.

Kadir U. Shilad
38 Copley Road
Upper Darby, PA 19082
(215) 352-4145

Sidco International, Inc.
3837 Kirkwood Street
Philadelphia, PA 19114
(215) 331-2090

Stainless International, Inc.
3997 Mann Road
P.O. Box 470
Huntingdon Valley, PA 19006
(215) 322-6060
Telex: 14-3127
Cable: STEEL ROCKVILLE-CENTRE NY

Stainless steel coils & sheet, silicon steel, tin plate & carbon steel.

Anthony M. Swartz & Assoc., Inc.
Dublin Hall, Suite 419
1777 Walton Road
Blue Bell, PA 19422
(215) 643-3040
Cable: EXDEP-PHILADELPHIA, PA

Grocery products - packaged, cann & frozen, food service equipment, pet foods, agricultural commodity products, food packaging equipment, consumer goods.

Tar-Zan Trading Co., Inc.
47 N. Gross Street
Philadelphia, PA 19139
(215) 747-5566

Tetrad Products International, Inc.
310 Stenton Avenue
Plymouth Meeting, PA 19462
(215) 828-7880
Telex: 84-6376

Thompson International
336 Fitzwater Street
Philadelphia, PA 19147
(215) 925-8942
Telex: 84-5241

High temperature process pumps, metering pumps & chemical feeding systems, infrared heat ovens, overhead cranes, coatings for foam plastic insulation, materials handling equipment, caulking compound & sealant, processing & mechanical equipment and parts.

Tidewater Resources, Ltd.
Paoli Corporate Center
Paoli, PA 19301
(215) 296-8300

Trade Resolutions, Inc.
296 Melrose Avenue
Merion Station, PA 19066
(215) 664-1394

Industrial and construction materials.

Traders of the Occident
6407 North 12th Street
Philadelphia, PA 19126
(215) 548-9467

Transcontinental Fertilizer Co.
1339 Chestnut Street, Suite 604
Philadelphia, PA 19107
(215) 563-5525

Fertilizers, industrial inorganic chemicals, salt, gypsum products.

Transnational Export Trading Co. Inc.
2220 Walnut Street
Philadelphia, PA 19103
(215) 568-2574

Fish and shellfish products.

Universal Trading Company
800 N. Easton Road
P.O. Box 1323
Doylestown, PA 18901

Woodward & Dickerson, Inc.
Woodward House
937 Haverford Road
Bryn Mawr, PA 19010
(215) 527-5200

World Import & Export, Inc.
626 South 13th Street
Philadelphia, PA 19147
(215) 735-7970

World Markets
P.O. Box 11839
Philadelphia, PA 19128
(215) 677-7700

World Trade Industries, Inc.
4590 Edgemont Avenue
Brookhaven, PA 19015
(215) 876-1609

World Wide Trading Co., Inc.
776 Fawn Hill Lane
Broomall, PA 19008
(215) 356-0676

Pittsburgh

Berger Associates
207 Meadowlane
Sewickley, PA 15143
(412) 774-6232

Centrex Corp.
308 Columbia Road
New Kensington, PA 15068
(412) 339-3400

Comprehensive export services, including market research, participation in trade shows, establishment of foreign distributors, financing & shipping.

Chaneaco
Route 4
P.O. Box 322
Washington, PA 15301
(412) 222-5732

Oil & gas field drilling equipment & parts, diesel engines, auto body parts.
Areas: Far East, Africa

John P. Colleti & Associates
373 Vanadium Road
Pittsburgh, PA 15243
(412) 276-2200

Export Consultant Service
108 South Patton Drive
Coraopolis, PA 15108
(412) 264-7877

Scientific instruments & laboratory supplies for heavy industry, steel mill equipment, cylinder valves, material handling equipment, fans & blowers, cylinder & gas valves.

Export Procedures Co.
309 South High Street
Zelienople, PA 16063
(412) 452-6816

Export Service Company
90 Clairton Boulevard
Pittsburgh, PA 15236
(412) 892-2450
Telex: 86-6295
Cable: EXSERCO

Scientific apparatus, electrical equipment, chemical products, industrial machinery, food products.

Export Technologies Corporation
71 McMurray Road
Pittsburgh, PA 15241
(412) 833-8100

F.R. Industries, Inc.
557 Long Road
Pittsburgh, PA 15235
(412) 242-5903

Comprehensive export management services.

General Trading House, Inc.
670 Mercer Road
P.O. Box 2617
Butler, PA 16003
(412) 282-4528

Marketing services in the Middle East.

Glass Technologies, Inc.
55 Hickory Street
Washington, PA 15301
(412) 225-2200

Equipment and products for glass and insulating glass industries.

Golden Triangle Trading Co.
P.O. Box 1455
Pittsburgh, PA 15230
(412) 343-1907

Gulf International Trading Co.
Gulf Building
Pittsburgh, PA 15230
(412) 263-5857

Refining & utility industrial products, heavy machinery, specialty chemicals, water pollution control equipment, agricultural equipment.

Ibex Technical Corporation
113 Orchard Hilands Drive
Venetia, PA 15367
(412) 941-4808
Telex: 81-2431

Scientific & industrial instrumentation, transducers, controls & related equipment.

Impex Group Inc.
4652 Campbells Run Road
Pittsburgh, PA 15205
(412) 787-1004

Incom, Inc.
(International Commerce Management)
400 Penn Center Boulevard
Pittsburgh, PA 15235
(412) 823-2831
Telex: 86-6289

Municipal and construction requirements.

Index International Inc.
1010 Greentree Road
Pittsburgh, PA 15220
(412) 922-3504

International Business Services 725 Frick Building Pittsburgh, PA 15219 (412) 471-6629	Industrial products, products for oil & gas fields, including transmission and distribution.
International Financial Co. Fulton Bldg. Pittsburgh, PA 15222 (412) 261-5145	
International Marketing Services Inc. 436 Deerfield Drive Mars, PA 16046 (412) 776-6498	
International Trade Network P.O. Box 22224 Pittsburgh, PA 15222 (412) 767-4448	Computing equipment, automotive stampings, pharmaceuticals. Locates foreign buyers, arranges export financing.
C. Itoh, & Co. (America) Inc. 600 Grant Street, Suite 3120 Pittsburgh, PA 15219 (412) 471-0570	General trading company, all types of products.
LCA, Inc. 929 Miami Avenue Pittsburgh, PA 15228 (412) 344-4823	Liason for exports of metals, steel, coal, fertilizer timber, other raw materials, and machinery.
Matthews International Trading Co., Ltd. 1051 Brinton Road Pittsburgh, PA 15221 (412) 241-0500	Railroad equipment, printing presses, equipment & supplies, machine tools, bronze castings, cemetery memorials. Area: Worldwide
DuWayne Melrotes 111 Harper Avenue Butler, PA 16001 (412) 287-5054	
Mitsubishi International One Oxford Centre, Suite 4290 301 Grant Street Pittsburgh, PA 15219 (412) 355-0520	Full service general trading company, all types of products.
Mitsui & Co (U.S.A.), Inc. c/o MMC Group, Inc. One Oliver Plaza, Suite 3725 Pittsburgh, PA 15222 (412) 391-4125	General trading company, all types of products.

Orion 1102 Arrott Bldg. 401 Wood Street Pittsburgh, PA 15222 (412) 391-0379	Operating room furniture, electrical components, construction machinery, pharmaceuticals, automotive parts.
Parsons-Pittsburgh 140 Commonwealth Drive Warrendale, PA 15086 (412) 776-3560	
Pittsburgh Export Trading Corp. P. O. Box 14711 Pittsburgh, PA 15234 (412) 561-4326	High technology products and services.
Semeco 727 Penn Avenue, Suite 214 Pittsburgh, PA 15211-2216 (412) 241-0222	Full service export management for expertise in construction industry.
Simaco, Inc. 201 Penn Center Blvd., Suite 301B Pittsburgh, PA 15235 (412) 829-2833	Office equipment and supplies, security equipment. Area: Middle East
Somor International, Inc. 725 Liberty Avenue Pittsburgh, PA 15222 (412) 261-2377 Telex: 81-2324	Worldwide traders of cement & admixtures, reinforcing bar steel, scrap metals, foods, grains, textiles, automobiles, machinery.
Sumkin Bussan U.S.A., Inc. 64 Youngwood Road Pittsburgh, PA 15228 (412) 561-5540	Full service general trading company, all types of products.
United States Export Company 429 Insurance Street P.O. Box 308 Beaver, PA 15009 (412) 269-9300	Industrial machinery. Areas: India, Pakistan, Hong Kong, Korea, Taiwan
Westinghouse Trading Company 11 Stanwix Street Gateway Center Pittsburgh, PA 15222 (412) 642-5000	Full service export management.

Reading

Heritage International Marketing P.O. Box 200 Elverson, PA 19520 (215) 266-0351 Telex: 90-2299	General merchandise.
Impex Enterprises, Ltd. 1120 Centre Avenue P.O. Box 445 Reading, PA 19603 (215) 375-8048	Consumer textiles, sporting, restaurant equipment.
MGI Corporation P.O. Box 8151 Reading, PA 19603 (215) 374-0180	Textiles and apparel.
J.J. Mahler & Company P.O. Box 457 Reading, PA 19603 (215) 779-1666 Cable: MAHLER-READINGPENN	Oils & chemicals for metalworking trades, specialty chemicals for textile & paper industries, steam traps & strainers, wire cloth, copper & aluminum tubing & piece parts, waterproof & anti-corrosion coatings.
Mercator Corporation 400 Washington Street, Suite 110 P.O. Box 142 Reading, PA 19603 (215) 376-1578 Telex: 83-6420	Boilers & combustion equipment, heat exchangers, pumps, water softeners & filters, incinerators & pollution control equipment, steam turbines, safety & relief valves, tube tools, agricultural processing equipment. Area: Europe, Southeast Asia, South Africa, Canada, Latin America

Scranton/Wilkes-Barre

Cunningham Industries Ltd. P.O. Box 424 Pittston, PA 18640 (717) 654-6530	General merchandise.
T-R Associates, Inc. P.O. Box 116 Archbald, PA 18403 (717) 876-4067	

State College

Continental Marketing Industries
P.O. Box 1385
State College, PA 16801
(814) 466-6891

Materials handling, office furniture, solar equipment, water treatment equipment.

Williamsport

Interex
330 Government Place
Williamsport, PA 17701
(717) 323-8108

Telecommunications & telephone equipment, household & hardware do-it-yourself supplies, electrical appliances, commercial converter paper products, textiles, apparel, knitted wear, fertilizer, agricultural specialties.

York

Estock Associates International
4088 Wilshire Drive
York, PA 17402
(215) 755-0752
TWX: 510-672-0600

Medical & surgical supplies & instruments, aircraft spare parts, electronic controls, consultants for NATO infrastructure programs.

HMW Enterprises, Inc.
604 Salem Road
Etters, PA 17319
(717) 938-4691
TWX: 510-650-3536

Telemetry equipment, computer peripheral equipment, CRT terminals, electronic instruments & components.

INTERNATIONAL TRADE CONSULTANTS

International trade consultants provide numerous services to assist a manufacturer with exporting. Trade consultants can provide information on domestic and foreign trade regulations, and can assess overseas commercial and political risk. They may also provide information on foreign markets, conduct feasibility studies, help establish overseas contacts, and assist in product promotion. Large law firms and specialized marketing firms may also provide international trade consulting services. International accounting firms, besides providing services for international accounting and taxation, may offer other international consulting services as well.

Trade consultants often specialize by product category and/or geographical area. Where available, this information is provided below. Firms are listed by metropolitan area.

Allentown-Bethlehem

Commodities International
315 South 17th Street
Allentown, PA 18104
(215) 434-9721
TWX: 710-582-5598

Machinery products, electronics, foodstuffs industries, services relating to joint ventures, licensing acquisitions.

Johnson International Consultants
3630 Stafore Drive West
Bethlehem, PA 18017
(215) 865-0196

Financing expertise for all capital goods.

Ebensburg

L. Robert Kimball & Associates
615 W. Highland Avenue
Ebensburg, PA 15931
(814) 472-7700

Erie

Dun & Bradstreet
3732 W. Twelvth Street
Erie, PA 16505
(814) 456-4229

International credit reporting.

Harrisburg

Coopers & Lybrand
301 Market Street
Harrisburg, PA 17101
(717) 232-9100

International accounting.

Ernst & Whinney
Locust Grove Court
Harrisburg, PA 17109
(717) 232-7575

International accounting.

Peat Marwick Mitchell & Co.
100 Pine Street
Harrisburg, PA 17101
(717) 233-1071

International accounting.

Venture International
148 Old Ford Drive
Camp Hill, PA 17011
(717) 763-0267

Meadville

Okamoto Associates
P.O. Box 1412
Meadville, PA 16335
(814) 333-9811

Bearings, aluminum castings, dies & tools, industrial furnaces & ovens.

Philadelphia

Alto International Corp.
1500 Locust Street, Suite 4015
Philadelphia, PA 19102
(215) 732-1051

International management consultant: joint ventures, mergers, acquisitions, licensing & export.

Arthur Andersen & Co.
5 Penn Center
Philadelphia, PA 19193
(215) 241-7300

International accounting.

Thomas C. Ballagh
610 Moreno Road
Penn Valley
Narbeth, PA 19072
(215) 664-0674

Various industrial & consumer products, including industrial & construction machinery, instruments, medical & laboratory apparatus, electrical & electronic equipment & components, heating & cooling pumps, automotive parts, building materials, textiles, various consumer products, consulting on foreign manufacture and licensing.

Data-Star
485 Devon Park Drive, Suite 110
Wayne, PA 19087
(215) 687-6777
(800) 221-7754

Provides an world trade statistics database.

Deloitte Haskins & Sells
2500 Three Girard Plaza
Philadelphia, PA 19102
(215) 569-3500

International accounting, taxation & business management.

Domestic International Technology, Ltd.
115 West Avenue
Jenkintown, PA 19046
(215) 885-7670

Ernst & Whinney
1500 Market Street
Philadelphia, PA 19102
(215) 561-4800

International accounting.

Grant Thornton & Co.
2000 Market Street
Philadelphia, PA 19103
(215) 561-4200

International accounting.

Gray Torrance Consulting Services
1530 Chestnut Street
Philadelphia, PA 19107
(215) 465-8535

Charles Green International
2607 Welsh Road
Philadelphia, PA 19114
(215) 698-8117

H.S.C. Foreign Trade Services, Inc.
844 Ormond Drive
Drexel Hill, PA 19026
(215) 789-0104

Harris Brown Inc.
108 Erickson Avenue
Essington, PA 19029
(215) 521-3200

International transportation consultants.

International Consultants
230 S. Broad Street
Philadelphia, PA 19102
(215) 472-4401

International Trade Assoc. 726 Roslyn Avenue Glenside, PA 19028 (215) 886-2590	Consulting, international marketing & export sales of consumer & industrial goods.
Interstat P.O. Box 135 Malvern, PA 19355 (215) 644-3742 Cable: INTERSTAT MALVERN, PA	Marketing consulting services for physiotherapy/medical products & supplies.
Masington Associates, Ltd. 124 Chestnut Street Philadelphia, PA 19106 (215) 627-3020	Licensing & technology transfer, marketing strategies, identification & analysis, product sourcing & distribution, contract preparation and joint venture & government assistance.
Peat Marwick Mitchell & Co. 1600 Market Street Philadelphia, PA 19103 (215) 299-3100 Branch Office: 4 Glenhardie Corporate Center Wayne, PA 19087 (215) 687-4748	International accounting, taxation & management.
Price Waterhouse 30 South 17th Street Philadelphia, PA 19103 (215) 665-9500	International accounting.
World Markets P.O. Box 11839 Philadelphia, PA 19128 (215) 677-7700	
Arthur Young & Co. 1800 John F. Kennedy Blvd. Philadelphia, PA 19103 (215) 864-3300	International accounting.
Pittsburgh	
Arthur Andersen & Co. 2100 One PPG Place Pittsburgh, PA 15222 (215) 232-0600	International accounting & taxation.
Bigler-Ketchum Inc. 1030 Fifth Avenue Pittsburgh, PA 15219 (412) 391-5525	Risk analysis, designing of export credit insurance programs, negotiation of political risk insurance.

Bruce W. Boland (412) 941-7328	Market analysis, export information, sales contacts, translation services for Latin America.
Boyden International 625 Stanwix Street, Suite 2405 Pittsburgh, PA 15222 (412) 391-3020	Consulting for most types of industries.
Carr Consultants International 119 South Drive Pittsburgh, PA 15238 (412) 963-8242	Iron and steel industries.
Coopers & Lybrand 600 Grant Street, 35th Floor Pittsburgh, PA 15219 (412) 355-8000	International accounting, taxation & business management.
Deckmann Associates 1725 Washington Road, Suite 206 Pittsburgh, PA 15241 (412) 854-1150	Market research and feasibility studies. Areas: Western Europe, Pacific Rim.
Deloitte Haskins & Sells 2400 One PPG Place Pittsburgh, PA 15222 (412) 263-6900	International accounting, taxation & financial management.
Charles Donley and Associates 3361 Stafford Street Pittsburgh, PA 15204 (412) 331-8998	Transportation consulting.
Dun's Marketing Services 5500 Corporate Drive, Suite 319 Pittsburgh, PA 15237 (412) 366-7337	Information on foreign companies.
EHDA Internationale 45 Wilkins Road Pittsburgh, PA 15221 (412) 731-1009	Area: Japan
Darrell W. Edwards & Assoc. 789 Penn Avenue Pittsburgh, PA 15221 (412) 241-4188 (412) 765-3494	International financial consulting.
Ernst & Whinney 2000 Pittsburgh National Bldg. Pittsburgh, PA 15222 (412) 644-7800	International accounting, taxation business & financial management.

Export Consultant Service 108 South Patton Drive Coraopolis, PA 15108 (412) 264-7877	Steel mill equipment, cylinder valves, laboratory supplies, material handling equipment, fans & blowers, cylinder and gas valves.
Export Procedures Company (EPCO) 309 S. High Street Zelienople, PA 16063 (412) 452-6816	Consulting on export documentation.
Fagan & Company P.O. Box 611, Robb Road Ligonier, PA 15658 (412) 238-9571	Search and assessment services.
Glass Technologies, Inc. 55 Hickory Street Washington, PA 15301 (412) 225-2200	Consulting on start-up of overseas insulating glass factories.
Grant Thornton International One Oxford Centre, Suite 3410 Pittsburgh, PA 15219 (412) 232-3100	International accounting, taxation, financial & business management.
Group One Research, Inc. 2206 Clark Building 717 Liberty Avenue Pittsburgh, PA 15222 (412) 261-6868	Market research and feasibility studies.
Group Seven Box 14711 Pittsburgh, PA 15234 (412) 561-4326	Consulting for marketing and sales management for technical and industrial products.
Hersch, Morton M. 217 Adams Street Export, PA 15632 (412) 325-3090	Export/import licensing consulting.
IPC - Interpersonal Communications in Marketing, Inc. 37 McMurray Road Pittsburgh, PA 15241 (412) 833-6544	Development of communication skills for international business and sales training for foreign agents.
Impex Group Inc. 4652 Campbells Run Road Pittsburgh, PA 15205 (412) 787-1004	

International Consulting Services 9800 McKnight Road Building A, Suite 301 Pittsburgh, PA 15237 (412) 366-6088	Engineering services. Areas: Hong Kong, Philippines
International Development Enterprises Corp. 625 Stanwix Street, Suite 2004 Pittsburgh, PA 15222 (412) 288-0337	Consulting on business development with Yugoslavia.
International Marketing Services, Inc. 436 Deerfield Drive Mars, PA 16046 (412) 776-6498	Marketing consulting for exporting to Japan.
International Trade Network P.O. Box 22224 Pittsburgh, PA 15222 (412) 767-4448	Locates foreign buyers, arranges export financing.
International Ventures Management, Inc. 82 Youngwood Road Pittsburgh, PA 15228 (412) 563-3325	Consulting on international commercial development, financial analysis and market research.
Japan Institute 45 Wilkins Road Pittsburgh, PA 15221 (412) 731-1009	Consulting on doing business in Japan.
Johnson & Higgins of Pennsylvania, Inc. 2600 One PPG Place Pittsburgh, PA 15222 (412) 263-4070	Risk management consulting for multinationals and exporters.
Keystone Traffic Bureau, Inc. 21 White Avenue P.O. Box 44005 Pittsburgh, PA 15205-0205 (412) 922-8200	Consulting on freight forwarding and distribution.
Learned Hand Associates, Inc. 1100 Manor Complex 564 Forbes Avenue Pittsburgh, PA 15219 (412) 261-1600	
MBA Associates 1001 Fassinger Lane Pittsburgh, PA 15237 (412) 367-0437	International credit consulting.

MF&F Marketing Services 621 Tampico Court Pittsburgh, PA 15239 (412) 793-9251	Marketing support. Area: Germany
Manleatracon, Inc. P.O. Box 9528 Pittsburgh, PA 15223 (412) 486-521	Health market.
Marketing Counselors 311 W. Hutchinson Avenue Pittsburgh, PA 15218 (412) 371-5233	Overseas marketing.
R.A. Moog and Associates 1223 Grove Road Pittsburgh, PA 15234 (412) 881-5500	Consulting on freight forwarding.
Peat Marwick One Mellon Bank Center Pittsburgh, PA 15219 (412) 391-9710	International accounting, taxation, financial & business management.
Enoch Perkins, Jr. 1833 Tilton Drive Pittsburgh, PA 15241 (412) 221-0361	Country surveys, market assessment, strategic planning.
Price Waterhouse 600 Grant Street, Suite 4500 Pittsburgh, PA 15219 (412) 355-6000	International accounting, taxation & business management.
Somor International, Inc. 725 Liberty Avenue Pittsburgh, PA 15222 (412) 261-2377 Telex: 81-2324	Consultants on state-of-art technology for agriculture, turnkey industrial plants, floating silos and bagging facilities.
Spring Consulting Services 615 Joshua Drive R.D. #3 Harmony, PA 16037 (412) 368-3159	Consulting on marketing and technology transfer, expertise in exporting railroad equipment, radio antenna systems.
Technology Transfer International 7125 Saltsburg Road Pittsburgh, PA 15235-2297 (412) 795-5300	

Touche Ross & Co.
Two Oliver Plaza
Pittsburgh, PA 15222-2705
(412) 281-2232

Consulting on international accounting, auditing, taxation and business management.

Trade Consultants International
Manor Building, Suite 1210
5644 Forbes Avenue
Pittsburgh, PA 15219
(412) 471-1288

Market research, assistance in establishing overseas representatives, consulting on international bidding.

Trademarketing Associates
East Hillis Street
P.O. Box 160
Youngwood, PA 15697
(412) 925-8550

Arthur Young & Co.
2400 Koppers Building
Pittsburgh, PA 15219
(412) 288-4480

International accounting, taxation & business management.

Scranton/Wilkes-Barre

Miskell & Miskell International, Inc.
Bank Towers, Suite 505
Scranton, PA 18503
(717) 343-1345

T-R Associates
262 South Main Street
P.O. Box 116
Archbald, PA 18403
(717) 876-4067
TWX: 510-656-2979

York

Estock Associates International
4088 Wilshire Drive
York, PA 17402
(215) 755-0752
TWX: 510-672-0600

Consultants for NATO infrastructure programs, medical/surgical supplies & instruments, aircraft spare parts, electronic controls.

LEGAL CONSULTANTS -- LAW FIRMS WITH INTERNATIONAL DEPARTMENTS

Services offered by law firms with international departments include: advice on international law, licensing, technology transfer, intellectual property rights, legal aspects on foreign agents and distributors, import and export regulations, assistance with financial transactions, and assistance with joint ventures and foreign investment, as well as general consulting on overseas business transactions and operations.

Philadelphia

Ballard, Spahr, Andres & Ingersoll
30 South Seventeenth Street
Philadelphia, PA 19103
(215) 564-1800

Dechert, Price & Rhoads
3400 Centre Square West
1500 Market Street
Philadelphia, PA 19106
(215) 972-3404

Drinker, Biddle & Reath
1100 Philadelphia National Bank Bldg.
Broad & Chestnut Streets
Philadelphia, PA 19107
(215) 988-2700

Duane Morris & Hecksher
One Franklin Plaza
Philadelphia, PA 19102
(215) 854-6300

Frederick R. Mann II
Financo, Inc.
1700 Market Street
Philadelphia, PA 19103
(215) 568-7991

Obermayer, Rebmann, Maxwell & Hippel
14th Floor, Packard Building
Philadelphia, PA 19102
(215) 665-3000

Palmer, Biezup & Henderson
Public Ledger Building
Independence Square
Philadelphia, PA 19106
(215) 625-9900

Paul & Paul
2900 Two Thousand Market Street
Philadelphia, PA 19103
(215) 568-4900

Pepper, Hamilton & Scheetz
2001 Fidelity Building
123 South Broad Street
Philadelphia, PA 19109
(215) 893-3000

Pierson, Cameron & Morris
1401 Walnut Street, Suite 1100
Philadelphia, PA 19102
(215) 563-8300

Schnader, Harrison, Segal & Lewis
1719 Packard Building
Philadelphia, PA 19102
(215) 751-2000

Henry R. Sklar
1315 Walnut Street, Suite 1532
Philadelphia, PA 19107
(215) 545-5770

Stassen, Kostos & Mason
2300 Two Girard Plaza
Philadelphia, PA 19102
(215) 569-4530

Wolf, Block, Schorr & Solis-Cohen
112th Floor, Packard Building
15th & Chestnut Street
Philadelphia, PA 19102
(215) 977-2000

Pittsburgh

Alder, Cohen & Grigsby, P.C.
600 Grant Street, Fifth Floor
Pittsburgh, PA 15219
(412) 394-4900

Baskin, Flaherty, Elliott & Mannino, P.C.
One Mellon bank Center, 29th Floor
Pittsburgh, PA 15219
(412) 562-8600

Nils H. Ljungman
229 South Maple Avenue
P.O. Box 130
Greensburg, PA 15601
(412) 836-2305

Meyer, Unkovic & Scott
1300 Oliver Building
Pittsburgh, PA 15222
(412) 456-2800

Pitterich & Santo
108 Market Street, Suite 200
Pittsburgh, PA 15222
(412) 391-2383

Reed, Smith, Shaw & McClay
Mellon Square
435 Sixth Avenue
Pittsburgh, PA 15219
(412) 288-3102

Rothman, Gordon, Foreman & Groudine, P.A.
300 Grant Building
Pittsburgh, PA 15219
(412) 281-0705

CUSTOM HOUSE BROKERS AND INTERNATIONAL FREIGHT FORWARDERS

Custom house brokers clear goods through customs. They are licensed and regulated by the Treasury Department. Custom house brokers deal with imports into the United States.

An international freight forwarder performs a variety of services to assist the export of goods. A freight forwarder may handle export packing, obtain insurance for shipments or write it themselves, prepare collection and shipping documents, book cargo space, oversee loading of the goods, and see the goods through customs at their destination. A freight forwarder can also provide information and advice on U.S. export regulations, shipping methods, and foreign import regulations.

Many international freight forwarders also serve as custom house brokers. Where this information has been provided, it is indicated below (*). Firms are listed by metropolitan area.

Allentown-Bethlehem

Burlington Northern Air Freight (*)
Branch Office
P.O. Box 2983
Lehigh Valley, PA 18001

Emery Air Freight Corporation
Branch Office - R&G Air Freight
R.D. #4
Allentown, PA 18103
(215) 865-2761

G.P.E.
226 North Sterling Street
Allentown, PA 18104
(215) 398-1987

Harris Brown, Inc. (*)
P.O. Box 6463
Lehigh Valley, PA 18001
(215) 266-0640
(800) 238-5800
Telex: 83-1813
Fax: 215-521-4140

Erie

Burlington Northern Air Freight (*)
Branch Office
1156 West 26th Street
Erie, PA 16503
(814) 453-7148

Emery Air Frieght Corporation
Branch Office - Dodsworth, Inc.
928 West 19th Street
Erie, PA 16512
(814) 453-4426

The Hosford Group (*)
5663 Swanville Road
P.O. Box 8285
Erie, PA 16505
(814) 455-6533
Telex: 91-4549
Fax: 814-455-3173

Harrisburg

Allen Forwarding Co. (*)
Building 135
Harrisburg International Airport
Middletown, PA 17057
(717) 944-1311
Telex: 83-4750

BDP International, Inc. (*)
Harrisburg International Airport
Middletown, PA 17057
(717) 944-5531

Wolf D. Barth Co., Inc. (*)
Harrisburg International Airport
Cargo Building #141
Middletown, PA 17057
(717) 944-0446

Burlington Northern Air Freight (*)
Harrisburg International Airport
Cargo Building #141
Middletown, PA 17057
(717) 944-0423

Caribbean World Wide, Inc.
800 Paxton Street
Harrisburg, PA 17104
(717) 238-0784

Central Storage & Transfer Co.
3500 Industrial Road
P.O. Box 2821
Harrisburg, PA 17105
(717) 233-5821
TWX: 510-650-0825

Kerek Air Freight Corp.
Harrisburg International Airport
Middletown, PA 17057
(717) 944-7687

Kurz-Allen, Inc. (*)
Building 135
Harrisburg International Airport
Middletown, PA 17057
(717) 944-1311
Telex: 49-72063
Fax: 717-944-0234

Transcorp Xpress Co.
Harrisburg International Airport
Middletown, PA 17057
(717) 944-5565

Lancaster

BDP International, Inc. (*)
762 Dorsia Road
Lancaster, PA 17601
(717) 393-4361

Kerek Air Freight Corp.
P.O. Box 4621
Lancaster, PA 17604
(717) 569-3203

Philadelphia

AMCO Custom Brokerage Company (*)
211 Chestnut Street
Philadelphia, PA 19106
(215) 922-0141
Air Freight Office:
Philadelphia International
Airport
Cargo Building #2
Philadelphia, PA 19153
(215) 365-3307

Aeronautic Forwarders, Inc.
Folcroft Industrial Park
Folcroft, PA 19032
(215) 461-6910

Aghoian-Tague Inc. (*)
Lafayette Bldg., Suite 1001
Philadelphia, PA 19106
(215) 925-8000

Airline Freight, Inc.
701 Ashland Avenue
Folcroft, PA 19032
(215) 237-8500

Alla Brothers Co., Inc.
901 Poplar Street
Philadelphia, PA 19123
(215) 236-5800
Telex: 83-4603

Allen Forwarding Co. (*)
1200 Mall Building
4th & Chestnut Streets
Philadelphia, PA 19106
(215) 923-1920
Telex: 83-4603
Airport Office:
Cargo Bldg. 1, Room 5
Philadelphia International
Airport
Philadelphia, PA 19153
(215) 492-2030
Telex: 84-5391

Amerford Air Cargo
777 Henderson Blvd.
Folcroft, PA 19032
(215) 461-2336

Joseph A. Andrel & Co. (*)
Front & Erickson Streets
Essington, PA 19029
(215) 521-1900

Associated Air Freight, Inc.
Hook & Calcon Hook Roads
Sharon Hill, PA 19079
(215) 534-8510
(609) 964-0110

BDP International, Inc. (*)
510 Walnut Street
Philadelphia, PA 19106
(215) 629-8900
Telex: 83-4459
Air Freight Office:
Front & Erickson Streets
Essington, PA 19029
(215) 521-4200

Barant International
2500 E. Butler Street
Philadelphia, PA 19137
(215) 743-5588

Wolf D. Barth Co., Inc. (*)
7575 Holstein Avenue
Philadelphia, PA 19153
(215) 365-8600
Telex: 83-4243
Fax: 215-365-7827
Airport Office:
Philadelphia International Airport
223 S. Governor Printz Blvd.
Philadelphia, PA 19113
(215) 629-8624
Seaport Office:
(215) 238-8600

Behring International Inc.
Lafayette Bldg. Room 723
Philadelphia, PA 19106
(215) 629-9808
TWX: 79-2240

Paul G. Bellack & Company
133 North 4th Street
Philadelphia, PA 19106
(215) 923-7570

Benchmark Export Services, Inc.
900 Calcon Hook Road
Sharon Hill, PA 19079
(215) 534-9600

Harris Brown, Inc. (*)
108 Erickson Avenue
Essington, PA 19029
(215) 521-3200

Burlington Northern Air Freight
Folcroft Industrial Park
Independence Court
Folcroft, PA 19032
(215) 461-6020

C & A International
26 Ashlawn Circle
Malvern, PA 19355
(215) 647-1962

Callahan International, Inc.
Front & Erickson Streets
Essington, PA 19029
(215) 521-1500

Caribbean Worldwide, Inc.
852 E. Luzerne Street
Philadelphia, PA 19124
(215) 425-2802
TWX: 710-670-0359

Carl & Startare Inc.
Front Street & Poulsen Avenue
Essington, PA 19029
(215) 521-1133

Celaya Guerin International
Calcon Hook & Hook Roads
Sharon Hill, PA 19079
(215) 534-4750

Consolidated Railway Corp. (Conrail)
6 Penn Center, Room 730
Philadelphia, PA 19104
(215) 977-1408

Customs International, Inc.
64 Buchshire Drive
Holland, PA 18966
(215) 322-0870

DHL Worldwide Express
316 Henderson Blvd.
Sharon Hill, PA 19079
(215) 461-8111

Dateline Forwarding Services USA, Inc.
106 Henderson Blvd.
Sharon Hill, PA 19079
(215) 461-7800

Davies, Turner & Company (*)
113 Chestnut Street
Philadelphia, PA 19106
(215) 925-3300
Airport Office:
602 E. Front Street
Essington, PA 19029

Debsar Corporation
P.O. Box 748
Benjamin Fox Pavillion
Jenkintown, PA 19046
(215) 224-2444

Delco Air Freight, Inc.
105 Georgetown Bldg.
Folcroft, PA 19032
(215) 532-2011

Distribution Freight Systems, Inc.
3200 South 20th Street
Philadelphia, PA 19145
(215) 334-0225

Dorf International Inc. (*)
113 Chestnut Street
Philadelphia, PA 19106
(215) 925-3300

Dunnington & Arnold of Philadelphia, Inc. (*)
1129 Public Ledger Bldg.
Philadelphia, PA 19106
(215) 925-8105
Airport Office:
Hook & Calcon Hook Roads
Sharon Hill, PA 19097
(215) 876-4160

Emery Air Freight Corporation
Folcroft Industrial Park
Concord Building
P.O. Box 303
Folcroft, PA 19032
(215) 532-6330

Emery Customs Brokers
416-B N. Governor Printz Blvd.
Lester, PA 19113
(215) 521-5900

Export Enterprises, Inc.
Bourse Building
Philadelphia, PA 19106
(215) 629-1677

Farrell Transportation Corp.
1129 Public Ledger Bldg.
Philadelphia, PA 19106
(215) 925-8108

Morris Friedman & Co. (*)
320 Walnut Street
Philadelphia, PA 19106
(215) 925-4200
Branch Office:
108 Erickson Avenue
Essington, PA 19029
(215) 726-5200

Arthur J. Fritz & Co. (*)
900 Calcon Hook Road
Sharon Hill, PA 19079
(215) 541-8360

Gatell International
3161 State Road, Unit D
Bensalem, PA 19020
(215) 639-2420

H.A. Gogarty, Inc.
325 Chestnut Street
Philadelphia, PA 19106
(215) 923-5154
TWX: 710-670-0402

Harper Robinson & Co.
P.O. Box 75
Essington, PA 19029
(215) 521-2800

R.G. Hobelmann & Co., Inc. (*)
Philadelphia International Airport
P.O. Box 204
100-B Putcan Avenue
Essington, PA 19029
(215) 521-4500

Imperial Air Freight Service
Folcroft Industrial Park
Folcroft, PA 19032
(215) 461-7400

Intercontinental Forwarder, Inc.
P.O. Box 129
Sharon Hill, PA 19079
(215) 365-6350

International Freight Systems, Inc.
7930 State Road
Philadelphia, PA 19136
(215) 338-4066

Jay International Inc.
47 North 3rd Street
Philadelphia, PA 19106
(215) 928-3838

Keer Maurer, Inc.
209 Chestnut Street
Philadelphia, PA 19106
(215) 629-1616
TWX: 710-670-2231

Kuehne & Nagel, Inc.
950 Calcon Hook Road
Sharon Hill, PA 19079
(215) 583-4831

Kurz-Allen, Inc. (*)
313 Chestnut Street
Philadelphia, PA 19106
(215) 928-3700
Telex 49-72063
Fax: 215-928-3599
Aiport Office:
Cargo Bldg. 1, Room 5
Philadelphia International Airport
Philadelphia, PA 19153
(215) 492-2030
Telex: 49-74015
Fax: 215-492-6102

Landair Transportation, Inc.
Darby Commons Bldg.
Folcroft, PA 19032
(215) 461-6969

Livingston International USA, Inc. (*)
200 Elmwood Avenue
Sharon Hill, PA 19079
(215) 586-8400

Carlos Martinez & Co., Inc.
44 South 2nd Street
Philadelphia, PA 19106
(215) 925-8000

Milton C. Merion Co.
Lafayette Building
437 Chestnut Street
Philadelphia, PA 19106
(215) 923-7766

Missouri Pacific Air Freight
1414 Calcon Hook Road
Sharon Hill, PA 19079
(215) 586-0350

Jim Montgomery, CHB
223 S. Governor Printz Blvd.
Lester, PA 19113
(215) 521-1450

Nippon Express U.S.A., Inc.
212 Sharon Hill Court Two
Sharon Hill, PA 19079
(215) 461-4300
Telex: 83-1640 NIPPON PHL

William J. O'Donnell
Mall Bldg., Suite 818
Philadelphia, PA 19106
(215) 629-0740

Paragon Transportation, Inc.
2423 Susquehanna Road
Roslyn, PA 19001
(215) 886-1110

Pierce-Byron, Inc.
Mall Bldg.
Philadelphia, PA 19106
(215) 629-1223

Profit Freight System
Ashland Center
Folcroft, PA 19032
(215) 586-3500

Rosich Forwarding Co.
6453 Market Street
Upper Darby, PA 19082
(215) 734-1212

STS International, Inc.
4219 Richmond Street
Philadelphia, PA 19137
(215) 744-4090

Santa Fe Air Freight, Inc.
222 S. Governor Printz Blvd.
Essington, PA 19029
(215) 365-7550

Schenkers International Forwarders, Inc. (*)
Folcroft Industrial Park
P.O. Box 311
Folcroft, PA 19032
(215) 461-1400
Telex: 83-4218 SCHINT FOR-FOCT

H.E. Schurig & Co.
P.O. Box 256
Radnor, PA 19084
(215) 527-8550

Sea to Sea
44 South 2nd Street
Philadelphia, PA 19106
(215) 238-3980

Sea Land Service, Inc.
3460 N. Delaware Avenue
Philadelphia, PA 19134
(215) 291-4300

Sea-Trans International Corp.
Sub. Transinta
Lafayette Building
5th & Chestnut Streets
Philadelphia, PA 19106

Seaport International Services, Inc.
555 City Line Avenue
Bala Cynwyd, PA 19004
(215) 668-8688

Seko Air Freight
Folcroft Industrial Center
Folcroft, PA 19032
(215) 461-1344

Richard I. Sharp
254 Public Ledger Bldg.
Philadelphia, PA 19106
(215) 923-6606

Carson M. Simon & Company
209-211 Chestnut Street
Philadelphia, PA 19106
(215) 925-6006

Solano Forwarding Co.
902 Public Ledger Bldg.
Philadelphia, PA 19106
(215) 923-2270
Telex: 83-4352

John A. Steer Company (*)
28 South 2nd Street
Philadelphia, PA 19106
(215) 922-6610

Paul Sustek Company, Inc. (*)
325 Chestnut Street, Suite 1210
Philadelphia, PA 19106
(215) 923-0940
Telex: 84-5310
TWX: 710-670-1333
Fax: 215-923-0921
Airport Office:
10 Poulson Avenue
P.O. Box 158
Essington, PA 19029
(215) 521-2255

Charles A. Tague, Inc.
1010 Lafayette Bldg.
Philadelphia, PA 19106
(215) 925-8000
Telex: 710-670-1443

Traffic Dispatch
44 South 2nd Street
Philadelphia, PA 19106
(215) 922-3878

Transpacific Air Cargo
1414 Calgon Hook Road
Sharon Hill, PA 19019
(215) 461-8200

United Packaging Co., Inc.
243 Zimmerman Lane
Langhorne, PA 19047
(215) 547-6300

Universal Transcontinental Corp. (*)
820 Mall Building
Philadelphia, PA 19106
(215) 627-8025
Telex: 83-1414
Airport Office:
1414 Calcon Hook Road
Sharon Hill, PA 19079
(215) 522-9444

F.B. Vandergrift & Co., Inc. (*)
320 Walnut Street
Philadelphia, PA 19106
(215) 925-3727
Telex: 83-1656
Fax: 215-592-8798
Airport Office:
90 Jansen Avenue
Essington, PA 19029
(215) 521-3070
Telex: 90-5048

WES II Air Freight Corporation
950 Calcon Hook Road
Sharon Hill, PA 19075
(215) 237-1700

WIC Air Freight
Calcon Hook & Hook Roads
Sharon Hill, PA 19079
(215) 724-2100

Warehouse America (*)
34th & Lehigh Avenue
Philadelphia, PA 19132
(215) 227-7080

Daniel F. Young, Inc. (*)
Caldwell Division
904 Mall Building
Philadelphia, PA 19106
(215) 925-3505

George Young Co.
20th & Oregon Avenue
Philadelphia, PA 19148
(215) 467-5315
TWX: 710-670-0484

William G. Young & Co., Inc.
Lafayette Bldg.
Philadelphia, PA 19106
(215) 925-3669
Telex: 12-9295

Pittsburgh

Air Express International
425 Moon-Clinton Road
Coraopolis, PA 15108
(412) 264-2173

Airborne Express
Box 437A
Montour Church Road
Oakdale, PA 15071
(412) 788-2500

Burlington Air Express
314-S Moon Clinton Road
Coraopolis, PA 15108
(412) 262-3266

Christman Corporation
P.O. Box 776
Washington, PA 15301
(412) 225-4000

Circle Freight International
545 Moon Clinton Road
Coraopolis, PA 15108
(412) 771-3044

DHL Worldwide Express
1005 Beaver Grade Road
Coraopolis, PA 15108
(412) 262-4246

Diversified Sales & Services
3 Harper Road
Aliquippa, PA 15001
(412) 457-8049

Emery Worldwide (*)
Greater Pittsburgh International
Airport
Cargo Building #2
(412) 262-3740

A.W. Fenton Company
R.I.D.C. Park West
115 Technology Drive, Suite 110
Pittsburgh, PA 15275
(412) 787-8838

D.T. Gruelle Company (*)
P.O. Box 784
Coraopolis, PA 15108
(412) 262-2201

Kintetsu World Express (USA), Inc.
875 Greentree Road
Parkway Center #3, Suite 207
Pittsburgh, PA 15220
(412) 921-3233
(800) 824-7222

Kuehne & Nagel, Inc. (*)
600 Commerce Drive, Suite 607
Coraopolis, PA 15108
(412) 269-9400

McGregor Swire Air Service
108 S. Patton Drive
Coraopolis, PA 15108
(412) 771-8787

Merchant Shippers
P.O. Box 6899
Pittsburgh, PA 15212
(412) 231-8464

Missouri Pacific Airfreight, Inc.
219 Moon Clinton Road, Unit 1
Coraopolis, PA 15108
(412) 771-1171

Ocean-Air International, Inc.
R.D. #1, Starck Road
Burgettstown, PA 15021
(412) 681-7533

Sea-Land Service Inc.
526 Gateway Center Three
Pittsburgh, PA 15222
(412) 261-3589

Seapac Services, Inc.
600 North Bell Avenue, Suite 120
Carnegie, PA 15106
(412) 276-7747

Security Storage and Management
U.S. Route 30, Box 185
Latrobe, PA 15650
(412) 537-7700

R.L. Swearer Co., Inc. (*)
P.O. Box 471
Sewickley, PA 15143-0471
(412) 269-1919
Telex: 86-6295
Fax: 412-269-1997
Airport Office:
Cargo Building II
Greater Pittsburgh
International Airport
P.O. Box 12443
Pittsburgh, PA 15231
(412) 262-2550

Total Transportation Corp. (*)
429 Moon Clinton Road
P.O. Box 1077
Coraopolis, PA 15108
(412) 262-2201
Telex: 86-6552 AAF CORA
Fax: 412-262-1391

Traffic Dispatch International,
Inc. (*)
1004 Broadhead Road
Coraopolis, PA 15108
(412) 262-5100

Universal Air Freight Inc.
P.O. Box 12427
Imperial, PA 15126
(412) 922-7884

WTC Air Freight Inc.
Greater Pittsburgh International
Airport
Cargo Building #2
Pittsburgh, PA 15231
(412) 264-8448

World Shipping, Inc.
Boyce Plaza, Suite 207
1035 Boyce Road
Pittsburgh, PA 15241
(412) 221-3560

St. Mary's

Burlington Northern Air Freight (*)
Branch Office
63 Erie Avenue
St. Mary's, PA 15857
(814) 781-1003

Scranton/Wilkes-Barre

Harris Brown, Inc. (*)
200 Rex Craft Building
P.O. Box 15
Avoca, PA 18641
(717) 655-9601

Burlington Northern Air Freight (*)
1 Passon Drive
Laflin Borough
Wilkes-Barre, PA 18702

Emery Air Freight Corporation
Scranton/Wilkes-Barre Airport
Avoca, PA 18641
(717) 655-2235

EXPORT PACKING AND CRATING

The following firms offer export packing and crating. Packing for exports, especially ocean freight, requires greater care than for regular domestic shipping, as well as special markings. Export packers may also be familiar with various shipping facilities and carriers.

Allentown-Bethlehem

G.P.E.
226 North Sterling Street
Allentown, PA 18104
(215) 398-1987

Lehigh Valley Packing Corp.
P.O. Box 196
Routes 33 and 191
Stockertown, PA 18083
(215) 759-5655

Greenville

John Dawes Lumber
259 East Avenue
Greenville, PA 16125
(412) 588-5153

Philadelphia

ACS Association, Inc.
P.O. Box 748
Jenkintown, PA 19046
(215) 886-1300

Alfa Packaging Group
1003 Washington Avenue
Croydon, PA 19020
(215) 788-7857

Benjamin Brothers
1729 W. Allegheny Avenue
Philadelphia, PA 19140
(215) 221-5100

Gallagher Trucking
Delaware & Oregon Avenue
Philadelphia, PA 19148
(215) 389-6112

Lavino Shipping Company
Three Penn Center Plaza
Philadelphia, PA 19102
(215) 448-4108

Louderback North American
500 American Avenue
King of Prussia, PA 19406
(215) 265-5500

Mack Warehouse Corporation
Pier 40 South
Philadelphia, PA 19147
(215) 334-2137

Arthur P. Midouhas
1012 Wood Street
Bristol, PA 19007
(215) 788-7451

Murphy World Wide Transportation Co.
3434 State Road
Cornwell Heights, PA 19123
(215) 245-1100

Quaker Export Packaging Co.
901 Poplar Street
Philadelphia, PA 19123
(215) 236-5800

Roddy Products Packaging Co. Inc.
P.O. Box 164
Aldan, PA 19018
(215) 623-7040

E. Roseman Company
829 N. 2nd Street
Philadelphia, PA 19106
(215) 627-0534

Shipside Packing Company, Inc.
2400 South Weccacoe Avenue
Philadelphia, PA 19148
(215) 448-4000

United Packaging Co., Inc.
243 Zimmerman Lane
Langhorne, PA 19047
(215) 547-6300

United Packaging Co., Inc.
2925 N. Broad Street
Philadelphia, PA 19132
(215) 223-7500

Warehouse America
34th & Lehigh Avenue
Philadelphia, PA 19132
(215) 227-7080

George Young Company
20th and Oregon Avenue
Philadelphia, PA 19145
(215) 467-5315

Pittsburgh

Export Boxing & Crating
P.O. Box 10844
Pittsburgh, PA 15236
(412) 655-3633

J.H.S. Packaging, Inc.
2547 Rochester Road
Zelienople, PA 16063
(412) 682-3550

Overseas Packing Inc.
1700 Patrick Place
Library, PA 15129
(412) 831-0300

York

Warner Wood Industries
Mill Street
Manheim Township
York, PA 17327
(717) 235-2002

EXPORT-RELATED INSURANCE

Insurance agencies can offer a variety of types of insurance for exporters. Generally, exporters require two different types of coverage: marine insurance and export credit insurance. The firms listed below may offer one or both types of coverage.

Marine insurance is used to insure export shipments against physical damage or loss during transit from seller to buyer.

Export credit insurance is used to insure export receivables against the failure of a foreign buyer to pay for the goods.

Philadelphia

Alexander and Alexander Inc.
Public Ledger Building
Philadelphia, PA 19106
(215) 923-5300

American International Marine Agency
2005 Market Street, Suite 2800
Philadelphia, PA 19103
(215) 981-7040

Frank B. Hall & Co.
2 INA Plaza
Philadelphia, PA 19106
(215) 568-1700

Fred S. James & Co.
Public Ledger Building
Philadelphia, PA 19106
(215) 928-4600

Johnson & Higgins, Inc.
3 Girard Plaza
Philadelphia, PA
(215) 569-1600

H.C. Knight & Co.
320 Walnut Street
Philadelphia, PA 19106
(215) 923-5440

Marsh & McLenan Inc.
3 Parkway
Philadelphia, PA
(215) 963-2800

Pittsburgh

Alexander & Alexander Inc.
1200 Porter Building
Pittsburgh, PA 15219
(412) 562-1511

Bigler-Ketchum, Inc.
700 Fifth Avenue
Pittsburgh, PA 15219
(412) 391-5525

A.W. Fenton Company
R.I.D.C. Park West
115 Technology Drive, Suite 110
Pittsburgh, PA 15275
(412) 787-8838

Frazier & Associates
Highland Pines Court, Number 10
Pittsburgh, PA 15237
(412) 367-1960

The HDH Group Inc.
One Oxford Centre, Suite 4400
Pittsburgh, PA 15219
(412) 391-7300

Fred S. James & Co. Inc.
Sedgwick Group PLC
600 Grant Street, 53rd Floor
Pittsburgh, PA 15219
(412) 566-5750

Johnson & Higgins of Pennsylvania,
Inc.
2600 One PPG Place
Pittsburgh, PA 15222
(412) 263-4070

Marsh & McLennan Inc.
600 Grant Street, Suite 5500
Pittsburgh, PA 15219
(412) 288-8970

TRANSLATION SERVICES

At times it is necessary for an exporter to translate documents either from or into a foreign language. Translations may be required for such things as orders and contracts, other documents, product literature, brochures and manuals. The firms and/or individuals listed below provide professional translation services. While some may specialize in one or a few languages, many translation firms offer services for numerous languages.

Harrisburg

CTI Inc.
332 Indian Creek Drive
Mechanicsburg, PA 17055
(717) 763-7290

Central Penn Translation Services
488 Pine Ridge Circle
Lewisberry, PA 17339
(717) 938-1369

D & L Translation Associates
2627 Reel Street
Harrisburg, PA 17110
(717) 234-1496

Philadelphia

A Alpha Business Support Services
2039 Walnut Street
Philadelphia, PA 19103
(215) 977-7488

Ramiro Alphomega Language Services
808 Red Lion Road
Philadelphia, PA 19115
(215) 464-7686

Berlitz Translation Services
1608 Walnut Street
Philadelphia, PA 19103
(215) 735-8500
Branch Offices:
52 N. Bryn Mawr Avenue
Bryn Mawr, PA 19010
(215) 527-2525
201 Old York Road
Jenkintown, PA 19046
(215) 887-1211

Bureau of Translation Services, Inc.
4341 Main Street
Philadelphia, PA 19127
(215) 483-3773

CASA
268 Thunder Circle
Bensalem, PA 19020
(215) 750-6131

ELS Language Center
2490 N. 54th Street
Philadelphia, PA 19131
(215) 473-4430

Frank C. Farnham Co., Inc.
P.O. Box 8187
Philadelphia, PA 19101
(215) 567-1500

Genevieve Gonse-Helweg
1532 Mt. Vernon Street
Philadelphia, PA 19130
(215) 765-4222

Carol Joyce Howell
251 South 23rd Street
Philadelphia, PA 19103
(215) 546-3516

I.C.O.A. Translations
1500 Walnut Street
Philadelphia, PA 19102
(215) 875-4650

Inlingua Translation Service
225 South 15th Street
Philadelphia, PA 19102
(215) 735-7646

International Visitors Council
Foreign Language Services
34th Street and Civic Center Blvd.
Philadelphia, PA 19104
(215) 879-5248

Intertech Translations
671 S. Gulph Road
King of Prussia, PA 19406
(215) 265-7776

Ketron, Inc.
350 Technology Drive
Malvern, PA 19355
(215) 648-9000

Japan Infoservices, Inc.
111 S. Olive Street, Suite 523
Media, PA 19063
(215) 459-5265

Japan Services, Ltd.
1907 Waverly Street
Philadelphia, PA 19146
(215) 732-5509

Japan U.S. Service Exchange, Inc.
18th and Walnut Streets
Philadelphia, PA
(215) 732-3490

Lingual Institute
1720 Spruce Street
Philadelphia, PA 9103
(215) 546-4825

Philadelphia Art Alliance
251 South 18th Street
Philadelphia, PA 19103
(215) 546-4825

Polyglots, Inc.
802 Chester Avenue
Yeadon, PA 19050
(215) 626-5000

T.E.X. Associates, Inc.
1315 Walnut Street, Suite 932
Philadelphia, PA 19109
(215) 546-8390

Takacs Associates
1439 Dorchester Road
Havertown, PA 19083
(215) 446-3122

Technical Translation Services
25 Muirfield Court
Newton Square, PA 19073
(215) 356-2166

Translex International
5413 North 5th Street
Philadelphia, PA 19120
(215) 244-1580

Wessells Arabic Translations
971 N. Lawrence Street
Philadelphia, PA 19123
(215) 592-7395

Pittsburgh

Association of Professional
Translators
Three Mellon Bank Center, Room 2523
Pittsburgh, PA 15259-0003
(412) 234-5751

Berlitz Translation Services
355 5th Avenue
Pittsburgh, PA 15222
(412) 471-0900

The Corporate Word, Inc.
Three Gateway Center, 18 South
Pittsburgh, PA 15222
(412) 391-0378

Dominique Gouirand
1013 Heberton
Pittsburgh, PA 15206
(412) 441-3299

Hess Technical Services
2389 Millgrove Road
Upper St. Clair, PA 15241
(412) 831-2010

Inlingua School of Languages
Lawyers Building
428 Forbes Avenue
Pittsburgh, PA 15219
(412) 391-3181

K & S Enterprises
3603 Bates Street
Pittsburgh, PA 15213
(412) 621-7450

The Language Center, Inc.
601 Grant Street, Suite 1350
Pittsburgh, PA 15219
(412) 261-1101

Yukari Takahashi
2 Gateway Center
Pittsburgh, PA 15222
(412) 391-0607

A. Taylor
2415 Beechwood Blvd.
Pittsburgh, PA 15217
(412) 421-8622

University Translation Center
College of General Studies
Room 407, Cathedral of Learning
University of Pittsburgh
Pittsburgh, PA 15260
(412) 624-6600

CORRECTION FORM

SBA STATE AND LOCAL INTERNATIONAL TRADE RESOURCE DIRECTORY

Please complete and return this form if a firm or organization provides services to exporters and requests the addition of or a change to an organization's listing in the next edition of this directory.

ORGANIZATION NAME: _____

ADDRESS: _____

CITY: _____ STATE: _____ ZIP CODE: _____

TELEPHONE: _____ TELEX: _____ CABLE: _____

CONTACT: _____ TITLE: _____

Describe type of services which organization provides:

Additional information:

Submitted by: _____ Title: _____

Telephone: _____ Date: _____

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